

THE NATIONAL PROVISIONER

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No. 5.

APPROVE NEW FAT DENATURANT.

The federal meat inspection authorities have approved a new denaturant for use on inedible fats which it is estimated will save the trade many thousands of dollars. It has been proved that this denaturant will render the product safely inedible, and yet does not darken the fats and so lower the value. The order approving the new denaturant was issued last week at Washington.

The government experts and packers both have been endeavoring for years to find a satisfactory denaturing agent for white and light colored greases, one which would not darken the product and thus lower its value, but which would render the product inedible without question. The new denaturant has been put through a severe course of tests and has proved its reliability to such an extent that it has been officially approved by the government.

It is a mineral oil which is easily recognized by the taste, and which thoroughly denaturizes the grease or fat because the taste cannot be removed under any condition whatever. But it does not affect the color of the product, as do other denaturants, and thus permits the making of lighter grades of inedible greases.

The order issued by the Bureau of Animal Industry of the federal Department of Agriculture approving the new denaturing agent is as follows:

To inspectors in charge of Federal meat inspection:

Mineral oil such as gas oil, power distillate, or an equivalent, having a boiling point not lower than 205 degs. C. (401 degs. F.), a flash point (open cup) not lower than 75 degs. C. (176 degs. F.), a specific gravity not lower than 0.819 (42 degs. Be.), and which may be easily recognized by taste when present in fat in the proportion of one part of oil to 1,000 parts of fat, may be permitted as a denaturing agent when added to carcasses and parts during the process of rendering, or to fats which are re-rendered, provided the quantity of the oil denaturant used is sufficient to make one part of oil in each 200 parts of the anticipated yield of rendered grease.

A 4-ounce sample should be taken from each lot of oil which the establishment desires to use as a denaturing agent and submitted to the meat inspection laboratory, Washington, D. C., to determine if it meets the bureau requirements.

Inspectors will not permit the use of any oil until it has been examined and instructions have been received from the Washington office.

A. D. MELVIN,
Chief of Bureau.

GERMANY SEIZES ALL FOODSTUFFS.

The most radical action in connection with food supplies yet taken in the present war was the order issued this week by the German government authorizing the seizing of all private food supplies, both grain and meats, and their conservation for general use. Holders will be paid by the government, which will deal the supplies out to the people as needed. It is claimed that the people were not sufficiently saving of their food supplies and that speculation also existed. The order applies also to livestock, and provides for the slaughter of all surplus animals beyond a stated number, and their conversion into cured meats to be stored for future use.

ASK INCREASE IN MEAT FREIGHTS.

A flat increase of 5 per cent. in freight rates on all meats and packinghouse products has been asked by the railroads, in a recent application to the Interstate Commerce Commission. The roads have filed tariffs calling for this 5 per cent. increase, and now await the decision of the commission. This is much less than the rates previously asked, which amounted to about 20 per cent., and against which meat interests protested. A hearing on this protest, bringing out the facts as to meat rates and traffic, will not be held for some weeks yet.

LIGHT IMPORTS OF FRESH MEATS.

Imports of fresh meats at the port of New York were light during the past week. In fact, the only receipts were additional lots unloaded from the overdue Kelvindale, which had been ashore on the trip up from South America, and totaled but 6,886 quarters of frozen beef, 5,852 sheep and 4,603 lambs. There were considerable quantities of by-products, such as bones, fertilizer material, casings, etc., and some frozen offal.

AGAINST BUTTER IN OLEO.

The food authorities of the State of Nebraska have taken the stand against the use of butter in oleomargarine, and are attempting to get a legal opinion which will back them up in a ruling to that effect. The law defines imitation butter, but the food commissioner contends that this is not imitation, but adulterated butter. He holds that the mixture of butter with any animal or vegetable oil is unlawful in the State of Nebraska.

ANOTHER QUARANTINE AT CHICAGO.

The foot-and-mouth quarantine was put back in Chicago on Tuesday, January 26, by order of federal inspectors, due to the discovery in Philadelphia and Lancastershire, Pa., of infected hogs which had been shipped East from Chicago. A part quarantine had prevailed until Tuesday. Just when the full quarantine will be lifted cannot be predicted at present. The Pittsburgh and Buffalo yards were also partly quarantined.

It is said that the infected hogs appeared to be all right when they left Chicago. As soon as the cases were discovered in Pennsylvania the authorities acted promptly, and soon had a force of 1,000 experts and sprayers at work in the Chicago Yards.

The quarantine does not affect dressed meat shipments in any way, or operation of Chicago packing plants receiving livestock at their doors.

All signs point to a greatly improved condition in a short time, and no further developments of a serious nature are expected.

Dr. A. D. Melvin, chief of the Bureau of Animal Industry, has just issued a statement on the foot-and-mouth situation to his field force scattered all over the country. He is authority for the statement that this is the sixth time that the disease has appeared in this country since 1870, and that it has been the worst the government has ever had to fight. Eighteen States were involved, from New England to the State of Washington. One interesting paragraph is as follows:

"Too much commendation can hardly be given to State officials, as well as farmers and stockmen, of some of the infected States for their co-operation and help in the work. In many localities this assistance has enabled the men actively engaged to complete the eradication in much less time than would otherwise have been required."

Under the recent urgent deficiency act, which was signed by the President on January 25, \$2,500,000 is now available for the eradication of the foot-and-mouth disease. Up to January 1, 1915, the outbreak had cost the federal government a total of \$2,129,138.04. Of this sum \$1,840,328.99 represents the federal government's share of the expense of slaughtering affected herds and reimbursing the owners for their loss, of which the government pays half and the individual States the remainder.

The figures show that, exclusive of the work in January, 101,176 animals have been

slaughtered. Of these 46,268 were cattle, 47,735 swine, and the remainder sheep and goats.

The money now at the disposal of the Department of Agriculture, will, it is believed, aid the campaign against the pestilence by enabling the government to make prompt payment to all owners of infected herds, and thus minimize the reluctance of farmers to have their stock slaughtered. In Illinois, for example, approximately \$600,000 is now available for this purpose. The loss in that State has been larger than in any other, 36,758 animals altogether having been slaughtered. Pennsylvania comes next with 17,896 animals, and Ohio third with 10,111. None of the sixteen other States in which there was an outbreak has lost as many as 8,000.

In those States in which the local quarantines have been rigidly enforced, and in which the farmers themselves have aided the authorities to stamp out the disease, satisfactory progress has been made at a smaller expense than was at one time feared. Indiana and Michigan, where the disease originated, were at first hard hit. Much of that territory is, however, now entirely freed from quarantine, and in only a small area is the movement of livestock absolutely prohibited. In Indiana 6,127 animals were slaughtered, and in Michigan 7,728.

While Illinois and Pennsylvania are probably today the most seriously affected of all the States, there is, it is said, every reason to believe that energetic measures will stamp out the pestilence there as well as elsewhere. Although large quantities of stock have been affected already, the number up to the present is small in comparison with the total quantity in those States.

In Illinois there were approximately 2,500,000 head of cattle at the beginning of the outbreak. Of those 14,653 have been slaughtered. Out of approximately 4,500,000 hogs, only 21,587 had been killed up to January 1. Of the 150,000 farms in that State about 500 have been involved.

MEAT PRICES IN GERMANY.

Bread, potatoes and meat constitute the most important articles of diet of the German people. It is therefore of interest to know the general effect of the present war upon the slaughtering industry, writes Consul Charles S. Winans from Nuremberg.

Since 1872 there has existed in Berlin a German Council of Agriculture, composed of representatives of the several Federal States, and organized for the purpose of representing and advising the agricultural interests in Imperial and State legislation. It has recently reported the price movements for slaughtered animals in the city of Berlin from the beginning of last May to the end of October; and while this review is primarily local, it throws light on meat conditions throughout Germany.

The report states that, with a few temporary exceptions, the war has had little influence in Berlin on the prices of slaughtered animals. If one compares the average prices during August, September and October with those prevailing during the three preceding months it will be found that the war has caused a small advance in the prices of cattle and swine, whereas calves and sheep are cheaper.

Regarding hogs—which furnish 60 per cent.

of the total meat consumed—it must be observed that the high state of the market in 1912 and 1913 caused in the spring of 1914 a depression that continued until October. The average price of dressed hogs in Berlin during August, September and October was \$11.50 per 100 pounds, whereas in the three previous months it was \$9.90; in the autumn of 1913 it was \$13.60; and in 1912, \$14.85.

The recovery of the hog market, which since the war has been affected by the unusually high price of fodder, and also by repeated interruptions of traffic, is due to the increased demand for heavy and fat hogs for the preparation of preserved products. A valuable reserve for next year's meat supply has been thereby obtained, and selling young but not yet fattened hogs at less than cost has been prevented. While the July official market report for Berlin noted that fat hogs had a difficult sale, conditions have changed since the middle of September, and fat hogs are now in great demand, and bring the best prices.

The number of calves and sheep marketed in Berlin was smaller during August, September and October than during the three months previous, whereas the number of cattle, cows and hogs was greater. During the three war months just mentioned 438,627 hogs were brought to market, making 46,705 more than in the three months preceding and 91,507 more than during the corresponding quarter of 1913.

Germans as a nation consume more pork than any other variety of meat. Therefore it is interesting to note that in September 639,710 hogs were carried to the 40 principal markets for slaughtered animals in Germany, or 116,664 more than in September, 1913; and that in October the number was 640,557, or 104,163 more than in the corresponding month of 1913.

The moderate price level of dressed meats prevailing since the war is ascribed to the fact that Germany began hostilities with the largest supply of animals that its breeders have ever known, the raising of which had been encouraged by a previous high market and good harvest. This circumstance is an important economic factor in the present critical time.

AN IMPORTANT LIVESTOCK MEETING.

The eighteenth annual meeting of the United States Live Stock Sanitary Association will be held at Chicago, February 16, 17 and 18, 1915. This meeting of Federal and State officials in charge of livestock sanitary control work in the United States and Canada will be the most important livestock meeting in this country this year.

Control and eradication of foot-and-mouth disease will be fully discussed by officials in charge of the various States. All persons interested in sanitary livestock work are cordially invited to attend the general session of this convention, which will be held at Hotel La Salle. The association has decided to throw its regular sessions wide open, so that farmers and stockmen interested in control and eradication of foot-and-mouth disease may have every facility for hearing this matter thoroughly discussed by Federal and State officials.

Watch page 48 for business chances.

PUBLIC MEAT CURING PLANT.

Paris, Tex., was the pioneer in the establishment of a municipal abattoir, which has given it more widely extended publicity abroad than any dozen enterprises. It is now proposed that Lamar county, of which Paris is the county seat, establish a meat curing plant for the benefit of the farmers.

T. J. Record, president of the Paris Board of Trade, addressed the county commissioners' court on a suggestion for the county and city to co-operate in establishing a cold storage and meat curing plant in order to induce the farmers to raise their meat at home, such a plant enabling them to kill at any time of year without running any risk of the meat spoiling. He said it would effect a saving in feedstuff, the farmers often having to feed a long time after their hogs are fat and ready to kill while waiting for a cold spell to save the meat.

As Paris already has a place for killing and cooling the meat, Mr. Record contended that the establishment of a curing plant adjoining the abattoir would be comparatively inexpensive. The remarks made such a strong impression on the members of the court that he was unanimously requested to investigate the cost of putting in the plant and to ascertain other information, and to report the result at another meeting.

MUNICIPAL ABATTOIR CHARGES.

The municipal abattoir at Meridian, Miss., which is operated by private enterprise under city authority, makes a charge to butchers for slaughtering of \$1.25 per head for cattle, 60 cents for calves and 50 cents for hogs. The charge was formerly \$1 per head for cattle, but this was before a modern refrigerating plant was put in. The service now includes 24 hours of storage in modern coolers, which accounts for the increased charge.

The fact that the charge has been raised may account for the opposition of local butchers to this abattoir plan. They want the privilege of doing their own slaughtering in primitive fashion, but cannot do so under the meat inspection ordinance of the city now in force. So the butchers went to court and secured an injunction against the enforcement of the ordinance, claiming it to be unconstitutional. This will delay its enforcement for months, and meanwhile there is no efficient system of local inspection or method of safeguarding of the local meat supply.

A MODEL SMALL ABATTOIR.

A model slaughterhouse for small cities comprises part of the unique cargo which the United States Department of Agriculture has sent to San Francisco to be displayed in the Palace of Agriculture at the Panama-Pacific International Exposition.

The model slaughterhouse to be shown at the exposition may be built by small cities or private companies for \$35,500 if made of cement, or as low as \$22,500 if made of frame. Every facility for converting the by-products is to be found in the model plant.

It is hoped that the exhibition of this model will show to exposition visitors as they never have known before the great ramifications and the tremendous economic value of the modern packing business.

REVIEW OF FROZEN MEAT TRADE

War Had Marked Effect on World Traffic in 1914

By W. Weddell & Co., London.

[EDITOR'S NOTE.—The authors of this review, which The National Provisioner has published annually for many years, are among the leading factors in the frozen meat trade of the world which leads to Great Britain. Heretofore merely importers, they have now begun the erection of a plant of their own in Argentina. Their discussion of the situation deals chiefly with frozen meat, but they touch briefly upon the chilled beef trade.]

London, England, January 16.

The past year, unparalleled in almost every experience of national life, was inevitably a time of severe strain in all departments of mercantile affairs. A trade so vast in its ramifications, and yet, comparatively speaking, so young as the frozen meat trade, not only had to meet difficulties intrinsically greater than those of most other importing industries, but had to do so with no previous experience of war conditions to guide it, except such as may have been gained during the Boer War. The successful manner in which it has emerged from this first great testing time speaks well for the soundness of the foundations upon which it has been raised and for the foresight and energy which were applied to the solution of all its pressing problems.

In face of hostile operations on every one of the long ocean routes by which the supplies reach this country; despite the temporary withdrawal of many of the largest refrigerating steamers from the trade, for transport purposes; notwithstanding the financial crisis in South America, which, for a time, was more threatening even than the war risks of the voyage; in spite of the temporary unsettlement of trading values at the outbreak of the war, and the sudden diversion of stocks into entirely new channels of distribution, the frozen meat trade as a whole kept on its way triumphantly, and at the close of the year was in a remarkably sound position and enjoying moreover an outlook still more promising than that which characterized the close of 1913.

Traders will readily admit that the successful tackling of these many serious problems was only rendered possible by the action of the government in recognizing the vital importance to the nation of maintaining the supply of all imported foodstuffs. They took steps to deal effectively with shipping and financial difficulties, which would have been beyond the power of private traders to grapple with unaided.

The generally satisfactory nature of the past year's operations under these special circumstances, is evidenced alike in the volume of importations and in the range of prices. The total receipts of all kinds of frozen and chilled meats in Great Britain in 1914 amounted to 694,465 tons, as against 720,661 tons in 1913. The import valuations of these quantities according to Board of Trade returns, were £29,960,642 for 1914 and £28,662,896 for 1913. In other words, quantities decreased by only 3.6 per cent., while values increased by 12.4 per cent., variations which have been equaled in importance in the course of some quite normal years.

Regret the Dependence on American Packers.

One of the least gratifying features in the whole position is the large extent to which this country is dependent upon American interests for its supplies of imported beef,

these being so vital for the maintenance of our people, and especially for the provisioning of the army, in time of war. Out of 200,875 tons of frozen beef imported, only 101,440 tons were produced within the British Empire; and of the 95,638 tons brought from South America, fully half came from the works operated by three North American owned companies. In the case of chilled beef the position is still worse, because out of 241,090 tons imported into the United Kingdom, no fewer than 160,160 tons, or 66 per cent., came from these same works.

Important as supplies of foreign meat may be to the British public, it is well to bear in mind that more than 60 per cent. of the beef, mutton and lamb consumed in the United Kingdom is still produced in the British Isles. While in 1895 the home production was estimated at 1,035,820 tons, as against 1,115,560 tons in 1914, the imported supplies increased from 380,881 tons to 703,017 tons in the same interval.

The composition of the imported part of the total supply has, however, undergone many changes in these twenty years. The North American chilled beef and live cattle of 1895 have given place entirely to South American chilled beef; and frozen meats from British overseas dominions have increased from 109,105 tons to 286,609 tons.

Through all these changes the home supply remains steadfast, dependable, predominant. Nevertheless, the natural growth of the population—apart from any increase in the consumption per head—gives prominence to the fact that importations must be continuously augmented if scarcity is to be avoided. Any marked variations in the volume of importations are therefore determining factors in the movements of values generally.

The market forecast made in last year's review, to the effect that, with increasing supplies in sight, a repetition of the record prices of 1913 could hardly be hoped for, assumed of course a clear political horizon, and would probably have been justified but for the outbreak of war. As it was, however, supplies were curtailed during August and September, and the advance established during the second half of the year resulted in new records being set up for all classes of frozen meat. Taking 100 as indicating the average of top quotations recorded for twelve leading descriptions of frozen meat for the past ten years, the index figure for 1914 was 132.94, as compared with 112.07 for 1913, 104.60 for 1912, 93.35 for 1911, and 96.56 for 1910.

Effect on the Retail Trade.

The retail trade of the country, which had remained in an unsatisfactory position for a year before the outbreak of war owing to high costs and inelastic selling values, was seriously prejudiced by the further advance in wholesale prices. For a time it was quite unable to adapt itself to the new conditions, and a considerable number of establishments had to be closed. Only when consumers submitted to paying an all-round advance of 1½d. to 2d. per pound was it found possible to make profits; and as the masses of the people were in full employment at good wages at the close

of the year, the retail outlook had become much more satisfactory than it had been for a long time previously.

The restrictive effect of high prices upon the Continental trade, to which allusion was made in last year's review, became, if anything, more accentuated during the early part of 1914; and the volume of business diminished in consequence. In Switzerland, the reimposition of a prohibitive tax upon imported meat, in April, precluded further trading with that country. Limited quantities were sent to Italy, Germany and Portugal until the outbreak of war effectively stopped shipments for these destinations. No sooner was war declared, however, than France entered the market as a purchaser of frozen meat, chiefly for the use of the troops; and a regular import trade was quickly established, at first from stocks in England, but afterwards direct from the Argentine Republic, Uruguay, Venezuela and Australia.

The total shipments from all sources of supply direct to the Continent, including Mediterranean ports, are estimated at 26,210 tons of frozen beef, mutton and lamb, as against 23,341 tons in 1913, and 20,368 tons in 1912.

The world's export output of frozen and chilled meat in 1914 is estimated at 800,413 tons, compared with 766,910 tons in 1913, and 678,658 tons in 1912.

Supplies of Frozen Meat.

The receipts of mutton from all sources were 6,746,801 carcasses, as against 7,377,454 carcasses during 1913—a net decrease of 630,653 carcasses, or 8.5 per cent. There was an increase of 366,945 carcasses from New Zealand, but against this must be noted reductions amounting to 895,529 carcasses from Australia, and 102,069 carcasses from South America. Argentina separately showed an increase of 127,819 carcasses, and Patagonia 29,578 carcasses; but Uruguay decreased its output by 259,466 carcasses, or nearly 80 per cent.

There was an all-round, though small, expansion in the year's arrivals of lamb, Australia sending 175,842 carcasses more, New Zealand 140,615 carcasses more, and South America 166,870 carcasses more than in 1913. The aggregate for the year was 6,042,038 carcasses, as against 5,558,711 carcasses for 1913—an increase of 483,327 carcasses, or 8.7 per cent.

The total importations of mutton and lamb amounted to 12,788,839 carcasses—a reduction of 147,326 carcasses, or 1.1 per cent. on the total for 1913.

The arrivals of frozen beef from all sources aggregated 2,023,125 quarters. Australia and New Zealand sent respectively 151,634 quarters and 195,034 quarters more than in 1913, while 55,307 quarters were received from the United States, and 700 quarters from South Africa; but as against these gains there was a decrease of 96,474 quarters from South America, making the net increase for the year 306,201 quarters over the total of 2,616,924 quarters received during 1913 (equal to 11.7 per cent.).

It is interesting to note that 111,226 quarters of the net increase have to be credited to Uruguay, while the Argentine Republic actually sent 207,700 quarters fewer than in 1913. The Board of Trade figures recording the

(Continued on page 27.)

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

COLD STORAGE OF BEEF.

The following inquiries come from a packer in Iowa, and are answered in order:

Editor The National Provisioner:

What is the length of time beef will keep in perfect condition in cold storage, and at what temperature should it be kept?

Beef will keep in cold storage for any length of time. We have recently seen a successful test on beef kept for 18 years—a freak test, of course, and merely to show what could be done. It is all a matter of care and intelligence in handling and in regulating temperatures.

Cattle as soon as dressed should be well washed in warm water and thoroughly dried with cloths before being run into the cooler. From this time the temperature of the cooler should be down to 38 degs. Fahr. in from 12 to 15 hours—not in more nor less time—and then should be gradually reduced to from 34 to 35 degs. F., in which temperature the beef may be carried several days. If, however, it is necessary to carry longer, reduce the temperature to 33 degs. Fahr., or just above freezing point. Then, if the beef is to be carried indefinitely, a temperature of about 10 to 12 degs. Fahr. is necessary.

To successfully chill beef requires strict attention to temperatures and to ventilation. That is all, assuming that the coolers are properly constructed, which is very often not the case! The temperatures of coolers, once down to the desired point, should be as steady as is reasonably possible. No fluctuation to speak of is admissible.

What is the cause of beef getting dark and mouldy that has been in storage only

thirty days? This beef was a little grassy when it was put in storage?

Probably too high a temperature was maintained, resulting in excessive humidity. Excessive admission of warm air through carelessness in not closing doors, etc., may have helped to cause the condition complained of.

Coolers should be so constructed and the ventilation should be such that the air is pure and practically dry, so that no moisture is deposited on the carcasses or on the walls of the cooler. Warm beef should not be placed in a cooler containing chilled beef. "Grassy" beef may not harden up like well-finished beef, but otherwise the condition should be satisfactory. Cooler doors are important factors, not only as to construction, but also as regards manipulation. One of the most important instructions to your men should be regarding the opening and closing of cooler doors. You can't be too strict.

What is wrong with the construction of a storage plant that makes the temperature outside go down when no refrigeration is on? This plant is constructed according to up-to-date methods and should not freeze inside. The time I refer to the mercury was down to 25 degrees below zero. The pumps were not running, but it froze in the storage room. The beef placed in storage was well cooled and dry before going in, but turned dark and mouldy within three weeks.

A well-constructed cold storage room should not freeze if kept closed. With outside temperature at 25 degs. Fahr. below zero, however, for any length of time, and this outside air admitted too generously, it would have its effect disadvantageously, both as to temperatures and moisture. With the refrigerating machine shut down and perhaps little or no circulation of air in the cooler, the beef would get damp and consequently dark and mouldy.

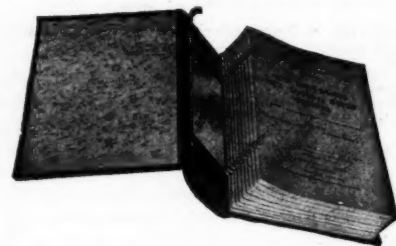
It is a hard matter to regulate coolers satisfactorily in winter time without the aid of refrigerating machinery, and we may say it is seldom if ever attempted by the up-to-date packer. You know just what you can do all the time with a good cooler and a good refrigerating system. But you never know where you are, even by the hour, without such an installation in operation.

Dampness is not to be tolerated in beef coolers, no more than are radical fluctuations of temperatures. The proper handling of all kinds of meats in the chilling process is a most important factor—in fact, the most important factor. Therefore, it is worthy of your closest attention.

SAVE YOUR NATIONAL PROVISIONER.

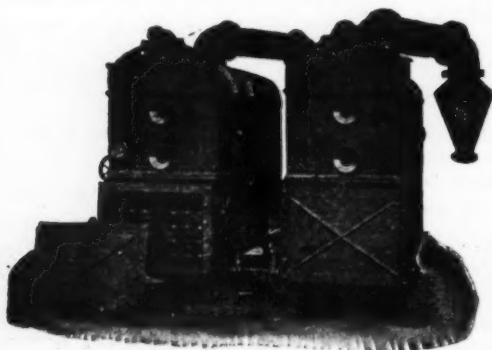
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FOOT-AND-MOUTH LOSSES

Approximately 46,000 head of cattle, 47,000 swine and 7,000 sheep were slaughtered up to December 31 last in the nation-wide campaign against the foot-and-mouth scourge.

It is estimated by the various State governments and the Federal Bureau of Animal Industry that the approximate value of the animals slaughtered up to December 31 was \$3,300,000. This expense will be borne equally by the national and the State governments. Cost of burials, destruction of condemned buildings and other expenses will bring the total cost to about \$5,000,000 before the campaign is over.

The Bureau of Animal Industry has had over 600 men in the field, and it is estimated that the States have been equally well represented. Federal officials declare that the packers and stock yards interests have co-operated with them in every way possible.

The same is true of State officials, and also of the stock-owning farmers, in the main. Whatever opposition there was against the vigorous methods of the government came from a few farmers in Illinois and elsewhere.

Illinois was by far the greatest sufferer of the 19 States and the District of Columbia. She lost 14,000 head of cattle and 21,000 hogs. Pennsylvania came next with 11,000 head of cattle and 6,000 hogs. Next in losses came New York, Ohio, Michigan, Indiana, Massachusetts, Wisconsin and Iowa.

It has taken, and will continue to take, united and courageous action to stamp out this dreaded disease. Nobody can afford to be selfish or hesitating at such a time.

MORE NEWSPAPER INVENTION

Quite an alarming discussion has been started in the newspapers by a man known as Henry J. Williamson, who is being described by the daily press as the "statistician of the United States Department of Agriculture." He is quoted as saying that beefsteak will soon be 50 cents a pound, that shoes soon will cost \$10 a pair, that fully 300,000 head of cattle have been shipped to France since the outbreak of the war, and that the visible supply of cattle in this country has dwindled to 35,000,000 head.

These statements are absolutely wrong. Mr. Williamson is not even an employee of the Department of Agriculture, to say nothing of being its official statistician. In fact, officials of the Department profess never to have heard of him until they began to get press clippings about him. Editorial comments on the statements attributed to him have been made by a number of newspapers all over the country.

It may be that Mr. Williamson has been misquoted from first to last, and that he has had no part in giving the public to understand that he is a high government statistical authority. Nevertheless it is necessary, in fairness to the Government and to everybody concerned, to correct the statements that have been made.

It is declared by the Department officials that there is no likelihood of beefsteak going to 50 cents a pound, or shoes to \$10 a pair. Nothing like 300,000 head of cattle have gone to all of Europe since the outbreak of the war, much less to France alone. The visible supply of cattle in this country on January 1 was 21,262,000 milch cows and 37,067,000 head of other cattle, as shown by the annual live-stock report, issued a few days ago.

COMMERCE AND TRADE

At this crucial time, when business is facing a situation unique in the world's history, commercial leaders are looking forward to the meeting of the Chamber of Commerce of

the United States at Washington, beginning February 3, as perhaps the greatest and most significant gathering of business men during the year. There are already indications of a record-breaking attendance.

What President Wilson will have to say when he addresses the convention will be awaited with particular expectancy, as it is anticipated his speech will definitely outline the general attitude of the present Administration toward business after the passage of the tariff and business regulatory legislation. His speech will mark one of the few occasions when the President has taken an opportunity to go direct to the business men of the country, and it is generally supposed he will take this opportunity for a vigorous discussion of the commercial crisis which the United States is now facing. Undoubtedly, there will be a strong exposition of the legislation enacted during his administration, with possibly a definite outline of what the President has in mind for the future.

The foreign trade situation will be dealt with at length by both the Secretary of State and the Secretary of Commerce. With the present agitation and encouragement at zenith for American business men to seek new fields, Mr. Bryan and Mr. Redfield should have messages of unusual importance. There will be brought out the vital question of the attitude of the Administration in backing up American investors in foreign countries in case of difficulties.

Discussion of the relation of the Federal Reserve act to trade expansion will be led by Samuel McRoberts, vice-president of the National City Bank of New York. Following this will come a report of the Foreign Trade Committee of the Chamber of Commerce of the United States, in favor of permitting a greater degree of combination for development of foreign trade. The biggest question affecting business before the present session of Congress—an American merchant marine—will be dealt with by Secretary McAdoo.

Interest will center on new business legislation. Charles H. Hamlin, Governor of the Federal Reserve Board, will give additional interpretation to the new reserve system and its relation to commercial development. Joseph E. Davies, Commissioner of Corporations, will explain the Federal Trade Commission act, which will soon become so vital a part of the nation's business.

Inasmuch as the Chamber of Commerce of the United States stands in somewhat the same relation to the chambers of commerce throughout the land that the Federal Government does to the States, the message of President Fahey, representing the organization, will have decidedly more than passing interest, in these war times, for the assembled officials and delegates who will come from all parts of the country.

TRADE GLEANINGS

A guano fertilizer factory will be built at Clayton, N. C., by Ashley, Horne & Son.

The Southern Cattle Company will build an abattoir, which will cost about \$25,000, at Jacksonville, Fla.

A license has been granted to George E. Lane to conduct a slaughterhouse on Holly street, Gloucester, Mass.

It is reported that Armour & Company will erect a three-story reinforced concrete building at Macon, Ga.

Louis H. Rettberg's sausage factory, at 2819 Pennsylvania avenue, Baltimore, Md., has been damaged by fire to the extent of \$3,000.

The Hoosier Cattle Company, Plainview, Tex., has been incorporated with a capital stock of \$10,000 by J. O. Crockett, H. I. Miller and W. S. Ayres.

The Co-Operative Slaughtering & Rendering Company of Massachusetts, Boston, Mass., has been incorporated with a capital stock of \$100,000 by W. U. Norton and A. V. Murphy, of Boston.

David Shannon & Sons Company, Inc., New York, N. Y., have been incorporated with a capital stock of \$100,000 to deal in live stock, dressed meats, packinghouse, agricultural and dairy products. The incorporators are D. J. Shannon, J. A. Shannon and L. J. Marshall.

W. B. King, Sr., general manager of the Fort Worth Stock Yards, Fort Worth, Tex., will retire February 1. J. A. Stafford, who is at present the assistant general manager, will be his successor. Mr. King was the builder of the Fort Worth Stock Yards, and since the company was organized in 1902 has been the general manager.

The Cumberland Produce & Provision Company have purchased the Cumberland Produce Company on South Center street, Cumberland, Md. The Cumberland Produce &

Provision Company was organized in July, 1914, and is capitalized at \$100,000. The officers of the company are as follows: R. M. Hite, president; John R. Rodecap, vice-president; R. H. Powell, secretary and treasurer, and Charles L. Bane, manager.

Louis N. Colwell, secretary and treasurer of the Fall River Provision Company, Fall River, Mass., and president of the What Cheer Beef Co., and the Kimball & Colwell Company, of Providence, R. I., died at his home, No. 19 Almy street, Providence. Death resulted from pneumonia. Mr. Colwell was born in Providence, September 25, 1872. In 1890 he entered the pork packing business with his father, a member of the firm of Kimball & Colwell, being admitted to the firm in 1895.

WILD ANIMALS CUT MEAT SUPPLY.

According to Dr. S. W. McClure, of Salt Lake City, secretary of the National Wool Growers' Association, the United States Government is protecting predatory animals on the vast forest and other public land reservations in the West in such manner as to jeopardize the nation's meat supply.

"Coyotes, wolves, cougars and other wild animals are multiplying at a rapid rate," he said. "Sheepmen especially actually are being forced out of business on this account. At least 20 per cent. of the Western lamb crop was destroyed by wild animals last year and serious shortage of both mutton and wool is inevitable unless Washington acts promptly.

"Settlers are unable to grow livestock in many sections, as it must be constantly guarded. If the Federal Government would undertake a campaign to exterminate these pests it would do more for meat consumers than by throwing down the bars to foreign product."

HOW AUTOS SAVE SELLING EXPENSE.

A Newark, N. J., business man has discovered that he saves money by paying his traveling salesmen an increased salary and purchasing automobiles for their soliciting work. It appears that this business man found that he needed more salesmen to cover his territory adequately through the use of railroad trains, carriages, trolleys, etc.—three more he estimated—and it would cost him in additional salaries at least \$6,000, plus railroad fares, etc.

Then he figured out the use of light automobiles with his present salesmen, saving the railroad fares and doubling the working capacity of each man. The three cars he bought cost him \$1,500 and the total up-keep of the fleet was about \$500 a year, and in the end he saved enough to advance their salaries and yet save several thousand dollars a year.

MARYLAND QUARANTINE MODIFIED.

The quarantine in Maryland for foot-and-mouth contagion was not completely removed, as stated last week. It was considerably modified, several counties being withdrawn, but Baltimore was kept in the closed area. Consequently Baltimore was not accorded the benefit of the amendment which waived the cleansing and disinfecting of railroad cars which have carried livestock in free or modified areas.

WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market, and it costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.



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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or firkin and hogs by the hundredweight.

Prices Advance—Trading Quiet—Hog Receipts Lighter—Chicago Shipments Suspended—More Foot and Mouth Disease.

The provision market during the past week was quiet and somewhat lower, rallying on the outbreak of the foot-and-mouth disease. Values were influenced by the effect of continued free movement of hogs and also the natural effect of last week's government statement, showing the large increase in the total number of hogs in the country. The actual receipts of hogs at the West fell off a little during the week, but the movement is still very liberal, and this is naturally having considerable influence, particularly as the stocks of product are already very large and the tendency of the stock has been to further increase this month. This tendency was shown in the semi-monthly stock statement at Chicago, and with the continued heavy movement of hogs at Western points, it is believed that the end of the month will show a liberal accumulation in stocks at all points.

A rather interesting development took place on Tuesday, with the announcement that shipments of livestock from Chicago had been suspended temporarily, on account of the discovery of an outbreak of the foot-and-mouth disease in a consignment from Chicago to Philadelphia. As yet there is no official embargo, but there is an understanding between the Stock Yards authorities, the shippers and the government that every effort will be made to control any outbreak and this action was taken voluntarily without waiting for the government to act. Thereby prompt action was made and it is expected that it will be only a very short time before shipments can be again resumed.

The distribution of product from Chicago continues fairly good. The developments of the movement since the first of November have shown an increase in the receipts of cut meats at that point of 13,000,000 pounds compared with last year, but a heavy decrease in the receipts of lard. These receipts have been this year only 21,664,000 pounds of lard against 55,539,000 a year ago. On the other hand, there has been a material increase in the outward shipments from Chicago of both meats and lard. The shipments of meats have been in round figures 149,000,000 pounds, against 135,000,000 last year, and the shipments of lard have been 81,000,000 pounds against 67,000,000.

The export movement of provisions has been quite heavy of late, and it is understood that these shipments have included quite a large amount of stuff for English points. During the past week the shipments of meats were 13,000,000 pounds and lard 9,000,000 pounds. The increase in the total exports since November 1, has been 22,000,000 pounds of meats and 10,000,000 pounds of lard.

The effect of the movement of hogs on prices has been to further influence values, and the average price of hogs the past week at Chicago was nearly \$2 per 100 less than

last year. The average price of cattle was 75c. per 100 lower than last year, but the average price for sheep and lambs was higher than a year ago.

A comparison of the average prices last week, compared with the corresponding week in previous years follows:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week.....	\$6.80	\$7.80	\$6.75	\$8.30
previous week.....	6.80	7.90	5.55	8.30
Cor. week 1914.....	8.40	8.55	5.50	7.65
Cor. week 1913.....	7.50	7.75	5.65	8.65
Cor. week 1912.....	6.25	6.75	4.25	6.30
Cor. week 1911.....	7.75	6.15	4.00	5.90
Cor. week 1910.....	8.30	5.85	5.30	7.85

Of interest in food supply is the statement just made up, showing that the amount of tomatoes canned this year was 15,222,000 cases—an increase of 1,010,000 over last year; corn, 9,789,000 cases—an increase of 2,506,000, and peas, 8,847,000 cases—an increase of 77,000. The government has also issued a statement of the stocks of potatoes in the country, showing a total of 166,846,000 bushels in the hands of the growers and dealers, against 123,292,000 bushels a year ago and 149,845,000 bushels two years ago.

In connection with the outbreak of the foot-and-mouth disease at Chicago, it is interesting to note that the Urgent Deficiency Act, just signed by President Wilson, carries \$2,500,000 for the eradication of the foot-and-mouth disease, and this money will be immediately available. The number of animals so far slaughtered as the result of the outbreak of this disease, not including those killed in the current month, has been 101,176, of which 36,758 animals were in the State of Illinois.

LARD.—The market was firm and higher with the West. Demand has been quiet locally and but little export trade is reported here. Exports continue large on old orders. City steam, 10 $\frac{1}{2}$ @11c. nom.; Middle West, \$10.80@10.90 nom.; Western, \$11; refined Continent, \$11.75 nom.; South American, \$12 nom.; Brazil, kegs, \$13.00; compound lard, 8 $\frac{1}{4}$ @8 $\frac{1}{2}$ c.

PORK.—The market is firm but quiet for all grades. Mess is quoted \$19.50@20 nom.; clear, \$20@23 nom.; family, \$22@25.

BEEF.—The position of the market shows but little change. Demand is moderate, but prices are firmly held. Quoted: Family, \$24@25 nom.; mess, \$21@23 nom.; packet, \$23@24 nom.; extra India mess, \$36@38 nom.

SEE PAGE 29 FOR LATER MARKETS.

WESTERN FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, January 27, 1915.—The market for animal ammoniates is showing more life, and some considerable trading is being done around \$2.60 for blood and \$2.40 and 10c. for high-grade ground tankage. Some of the larger producers are talking a shade higher than this, while there may be some few trades on round lots at something below these prices. The ordinary outside packers' unground tankage has sold from \$2.15 and 10c. as high as \$2.25 and 10c., but trading is not very active at the outside price. The low-grade tankage and air-dried product is still very slow sale, as manufacturers are very heavily loaded with this class of product and do not care to take on further supplies until there is a much improved demand from consumers. (Complete quotations will be found on page 30.)

EXPORTS OF HOG PRODUCTS.

[EDITOR'S NOTE.—Export information is held back by the Government for 30 days after clearance of vessels, presumably to prevent interference with shipments by warring nations.]

Exports of hog products from New York reported cleared up to December 29, 1914:

BACON.—Bergen, Norway, 98,769 lbs.; Bristol, England, 22,166 lbs.; Christiania, Norway, 16,705 lbs.; Copenhagen, Denmark, 566,591 lbs.; Hamilton, Bermuda, 1,269 lbs.; Havana, Cuba, 75,357 lbs.; Havre, France, 25,813 lbs.; Hull, England, 227,993 lbs.; Kingston, W. I., 1,648 lbs.; Liverpool, England, 1,597,099 lbs.; London, England, 17,500 lbs.; Manchester, England, 45,022 lbs.; Naples, Italy, 8,250 lbs.; Nassau, Bahamas, 792 lbs.; Santiago, Cuba, 39,471 lbs.; Stockholm, Sweden, 127,797 lbs.; West Hartlepool, England, 2,507 lbs.

HAMS.—Antilla, W. I., 10,100 lbs.; Colon, Panama, 1,765 lbs.; Curacao, Leeward Islands, 939 lbs.; Hamilton, Bermuda, 5,173 lbs.; Havana, Cuba, 5,532 lbs.; Havre, France, 30,186 lbs.; Hull, England, 294,789 lbs.; Kingston, W. I., 3,724 lbs.; Liverpool, England, 992,461 lbs.; London, England, 18,192 lbs.; Maracaibo, Venezuela, 9,494 lbs.; Nassau, Bahamas, 793 lbs.; Sanchez, San Dom., 5,711 lbs.; Santiago, Cuba, 9,337 lbs.; Turks Island, Bahamas, 688 lbs.; Vera Cruz, Mexico, 1,503 lbs.

LARD.—Aarhus, Denmark, 94,500 lbs.; Aberdeen, Scotland, 68,368 lbs.; Antilla, W. I., 40,762 lbs.; Barranquilla, Colombia, 26,051 lbs.; Bristol, England, 379,500 lbs.; Buenaventura, Colombia, 1,549 lbs.; Cardiff, Wales, 3,000 lbs.; Catania, Sicily, 1,650 lbs.; Colon, Panama, 887 lbs.; Copenhagen, Denmark, 4,030,933 lbs.; Cuzco, Colombia, 5,200 lbs.; Curacao, Leeward Islands, 22,168 lbs.; Gothenberg, Sweden, 218,994 lbs.; Hamilton, Bermuda, 3,041 lbs.; Havana, Cuba, 3,837 lbs.; Havre, France, 202,466 lbs.; Hull, England, 769,993 lbs.; Lagos, Nigeria, 6,914 lbs.; Leith, Scotland, 9,302 lbs.; Liverpool, England, 1,071,813 lbs.; London, England, 833,827 lbs.; Malmo, Sweden, 397,659 lbs.; Manchester, England, 1,157,034 lbs.; Maracaibo, Dutch Guiana, 1,604 lbs.; Monte Cristi, San Dom., 62,375 lbs.; Naples, Italy, 175,803 lbs.; Newcastle, England, 86,523 lbs.; Sanchez, San Dom., 37,340 lbs.; Turks Island, Bahamas, 2,471 lbs.; Vera Cruz, Mexico, 212,449 lbs.

LARD OIL.—Naples, Italy, 20 bbls.
PORK.—Antilla, W. I., 29 cs.; Hamilton, Bermuda, 19 bbls.; Kingston, W. I., 24 bbls.; Liverpool, England, 10 tes.; Monte Cristi, San Dom., 12 bbls.; Nassau, Bahamas, 79 bbls.; Sanchez, San Dom., 15 bbls.; Santiago, Cuba, 20 bbs.; Turks Island, Bahamas, 5 bbls.
PORK HEADS.—Curacao, Leeward Islands, 20 bbls.

SAUSAGE.—Colon, Panama, 55 pa.; Copenhagen, Denmark, 400 bxs.; Curacao, Leeward Islands, 11 pa.; Gibraltar, Spain, 150 bxs.; Sanchez, San Dom., 99 pa.; Vera Cruz, Mexico, 11 pa.

EXPORTS OF BEEF PRODUCTS.

[EDITOR'S NOTE.—Export information is held back by the Government for 30 days after clearance of vessels, presumably to prevent interference with shipments by warring nations.]

Exports of beef products from New York reported cleared up to December 29, 1914:

BEEF.—Antilla, W. I., 5 bbls.; Colon, Panama, 5 bbls.; Curacao, Leeward Islands, 23 bbls.; Hamilton, Bermuda, 12 bbls.; Kingston, W. I., 31 bbls.; Liverpool, England, 55 tes.; Nassau, Bahamas, 24 bbls.; Port Limon, C. R., 20 bbls.; Turks Island, Bahamas, 9 bbls.

FRESH MEAT.—Colon, Panama, 85,426 lbs.; Hamilton, Bermuda, 37,059 lbs.; Nassau, Bahamas, 4,578 lbs.

FROZEN BEEF.—Havre, France, 2,179,203 lbs.

OLEO OIL.—Christiania, Norway, 70 tes.; Copenhagen, Denmark, 650 tes.; Genoa, Italy, 75 tes.; Liverpool, England, 75 tes.; London, England, 1,570 tes.; Malmö, Sweden, 500 tes.; Piræus, Greece, 47 tes.; Salonica, Turkey, 13 tes.

OLEOMARGARINE.—Colon, Panama, 2,090 lbs.; Curacao, Leeward Islands, 5,813 lbs.; Hamilton, Bermuda, 1,430 lbs.; Nassau, Bahamas, 2,475 lbs.; Sanchez, San Dom., 3,062 lbs.

TALLOW.—Liverpool, England, 29,311 lbs.; Manchester, England, 13,335 lbs.; Sanchez, San Dom., 40,146 lbs.

TONGUES.—Copenhagen, Denmark, 10 bbls.; Liverpool, England, 158 pa.; Manchester, England, 21 cs.

CANNED MEATS.—Bristol, England, 100 cs.; Cardiff, Wales, 175 cs.; Colon, Panama, 29 pa.; Gothenberg, Sweden, 350 cs.; Havana, Cuba, 7 pa.; Havre, France, 1,065 cs.; Hull, England, 180 pa., 680 cs.; Kingston, W. I., 275 cs.; Liverpool, England, 275 pa.; London, England, 13,118 cs.; Maracaibo, Venezuela, 33 cs.; Monte Cristi, San Dom., 43 cs.; Nassau, Bahamas, 68 pa.; Newcastle, England, 220 pa., 495 cs.

EXPORTS OF DAIRY PRODUCTS.

[EDITOR'S NOTE.—Export information is held back by the Government for 30 days after clearance of vessels, presumably to prevent interference with shipments by warring nations.]

Exports of dairy products from New York reported cleared up to December 29, 1914:

BUTTER.—Barranquilla, Colombia, 304 lbs.; Bristol, England, 1,500 lbs.; Colon, Panama, 6,012 lbs.; Curacao, Leeward Islands, 640 lbs.; Hamilton, Bermuda, 3,344 lbs.; Havana, Cuba, 568 lbs.; Liverpool, England, 3,696 lbs.; Nassau, Bahamas, 2,059 lbs.; Sanchez, San Dom., 833 lbs.; Turks Island, Bahamas, 373 lbs.; Vera Cruz, Mexico, 480 lbs.

EGGS.—Hamilton, Bermuda, 69 cases; Liverpool, England, 3,022 cases; London, England, 9,846 cases; Nassau, Bahamas, 29 pkgs.; Santiago, Cuba, 155 cases.

CHEESE.—Colon, Panama, 2,681 lbs.; Havana, Cuba, 5,082 lbs.; Kingston, W. I., 6,530 lbs.; Liverpool, England, 91,352 lbs.; Nassau, Bahamas, 1,409 lbs.; Sanchez, San Dom., 6,224 lbs.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 28.—The market on chemicals and soap supplies is quoted as follows: 74@76 per cent. caustic soda, \$1.50@1.60 per 100 lbs., basis 60 per cent.; 60 per cent. caustic soda, \$1.75 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½@2½¢. per lb.; 58 per cent. soda ash, 80¢. per 100 lbs. basis 48 per cent.; 48 per cent. carbonate of soda, 95¢. per 100 lbs.; tale, 1¼@1¼¢. per lb.; silex, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; chloride of lime in casks, 1¼@2¢. per lb. and bbls., 2½¢. per lb.; electrolytic caustic potash, 7@9¢. per lb.; carbonate of potash, 6½@7½¢. per lb. Prime palm oil in casks, 9¢. per lb.; clarified palm oil in bbls., 10¢. per lb.; genuine Lagos palm oil, 9½¢. per lb.; palm kernel oil, 11½@12¢. per lb.; green olive oil, 85@90¢. per gal.; yellow olive oil, 90¢. per gal.; green olive oil foots, 8½@9¢. per lb.; Ceylon coconut oil, 11½@12¢. per lb.; Cochín coconut oil, 15@16¢. per lb.; cottonseed oil, 7¢. per lb.; Soya bean oil, 6@6¼¢. per lb.; prime city tallow, at 6¢. per lb.; corn oil, 5.86@5.91¢. per lb.

House grease, 5¼@6¢. per lb.; brown grease, 5½@5¾¢. per lb.; oleo stearine, 10½@11¢. per lb.; yellow packer's grease, 5¼¢. per lb.

Is there something you want to know badly, that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.

FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign fresh beef into the port of New York during the past week totaled 6,886 quarters, compared to 26,383 quarters last week and 23,400 quarters two weeks ago. Mutton imports totaled 5,852 sheep and 4,603 lamb carcasses, compared to 1,898 sheep and lambs last week. Offal imports totaled 1,089 packages, including beef pieces and frozen sundries. There were also 4,322 packages of bones, hoofs and horns, 6,026 packages of fertilizer and tankage, 792 packages of tallow and stearine, and 179 casks of casings. All arrivals were from South America.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, January 21, 1915, as shown by A. L. Russell's report, are as follows:

Cottonseed oil, 6,590 bbls.; bacon and hams, 5,214,300 pounds; beef, 790 packages; pork, 297 barrels; lard, 5,728,340 pounds; oil cake, 7,127,200 pounds.

[Owing to the order of the Treasury Department, details of shipments by vessels and destination are withheld for 30 days, but the totals for the week are indicated.]

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to January 29, 1915, show that exports from that country were as follows: To England, 20,839 quarters; to Continent, 25,474 quarters; to the United States, none. The previous week's exports were as follows: To England, 66,656 quarters; to the Continent, 27,462 quarters; to the United States, 26,967 quarters.

IMPORTS OF FRESH BEEF.

For the week ending January 23, 1915, the Government reports imports of fresh beef at the port of New York amounting to 4,437,500 lbs., the average value according to estimates from the manifests being 11¼ cents per pound. This includes not only the dressed beef, but offal and pieces as well. The previous week's imports totaled 6,117,000 lbs., value averaged at 9 cents per pound.

PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, January 29.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 12½@13½¢; green hams, 8@10 lbs. ave., 13½¢; do., 10@12 lbs. ave., 13¢; do., 12@14 lbs. ave., 13¢; do., 18@20 lbs. ave., 13¢; green clear bellies, 6@10 lbs. ave., 13¢; do., 10@12 lbs. ave., 13¢; do., 12@14 lbs. ave., 12½¢; green rib bellies, 10@12 lbs. ave., 12½¢; do., 12@14 lbs. ave., 13¢; S. P. clear bellies, 6@10 lbs. ave., 12½@13¢; do., 10@12 lbs. ave., 12½¢; do., 12@14 lbs. ave., 13¢; S. P. rib bellies, 10@12 lbs. ave., 13¢; do., 12@14 lbs. ave., 13¢; S. P. hams, 8@10 lbs. ave., 13½¢; do., 10@12 lbs. ave., 13¢; do., 18@20 lbs. ave., 14½¢; city dressed hogs, 10¼¢; city dressed pigs, 10½¢; steam lard, 10½¢.

Western prices were as follows: Pork loins, 8@10 lbs. ave., 11½@12¢; do., 10@12 lbs. ave., 11@11½¢; do., 12@14 lbs. ave., 10½@11¢; do., 14@16 lbs. ave., 10@10½¢; skinned shoulders, 8½@9¢; Boston butts, 9½@10¢; boneless butts, 11@11½¢; neck ribs, 3@3½¢; spareribs, 8@8½¢; lean trimmings, 10@11¢; regular trimmings, 6½@7¢; kidneys, 5¢; tails, 6½¢; livers, 2½¢; snouts, 5½¢; tenderloins, 21@22¢.

Tierce Goods: Pig tongues, 11½@12¢; pig tails, \$20; hogs, 9¼¢.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, January 28.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 11¼@12¢; 10@12 lbs. ave., 11½@11½¢; 12@14 lbs. ave., 11¼@11½¢; 4@16 lbs. ave., 11½@11½¢; 18@20 lbs. ave., 11½@11½¢. Sweet pickled, 8@10 lbs. ave., 12@12½¢; 10@12 lbs. ave., 11¼@11½¢; 12@14 lbs. ave., 11½@11½¢; 14@16 lbs. ave., 11¼@11½¢; 18@26 lbs. ave., 11¼@11½¢.

Skinned Hams—Green, 14@16 lbs. ave., 12½@12½¢; 16@18 lbs. ave., 12½@12½¢; 18@20 lbs. ave., 12½@12½¢; 22@24 lbs. ave., 11½@11½¢. Sweet pickled, 14@16 lbs. ave., 11½@12¢; 16@18 lbs. ave., 11½@12¢; 18@20 lbs., 11¼@11½¢; 22@24 lbs. ave., 10¾@11¢.

Picnic Hams—Green, 5@6 lbs. ave., 8¾@8¾¢; 6@8 lbs. ave., 8¼@8¼¢; 8@10 lbs. ave., 8@8¼¢; 10@12 lbs. ave., 8@8¼¢. Sweet pickled, 5@6 lbs. ave., 9@9¼¢; 6@8 lbs. ave., 8¾@8¾¢; 8@10 lbs. ave., 8½@8½¢; 10@12 lbs. ave., 8½@8½¢.

Clear Bellies—Green, 6@8 lbs. ave., 13¼@14¢; 8@10 lbs. ave., 12¾@13¢; 10@12 lbs. ave., 12@12½¢; 12@14 lbs. ave., 11¼@11½¢; 14@16 lbs. ave., 11@11½¢. Sweet pickled, 6@8 lbs. ave., 13¼@14¢; 8@10 lbs. ave., 13@13½¢; 10@12 lbs. ave., 12¼@12½¢; 12@14 lbs. ave., 11½@11½¢; 14@16 lbs. ave., 11@11½¢.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending January 23, 1915, with comparisons:

To—	PORK, BBLs.		From Nov. 1, '14, to Jan. 23, 1915.
	Week ending Jan. 23, 1915.	Week ending Jan. 24, 1914.	
United Kingdom..	441	253	2,682
Continent	318	502	609
So. & Cen. Am.	318	428	1,391
West Indies	495	1,348	11,145
Br. No. Am. Col.	1,828	27	6,226
Total	3,080	2,558	22,053

To—	MEATS, LBS.		From Nov. 1, '14, to Jan. 23, 1915.
	Week ending Jan. 23, 1915.	Week ending Jan. 24, 1914.	
United Kingdom..	11,273,600	6,176,725	92,432,597
Continent	1,049,000	320,250	10,888,563
So. & Cen. Am.	800	323,000	600,900
West Indies	65,475	219,500	1,109,575
Br. No. Am. Col. ....	.....	.....	62,075
Other countries ..	.....	.....	7,600
Total	12,388,875	7,039,475	105,101,310

To—	LARD, LBS.		From Nov. 1, '14, to Jan. 23, 1915.
	Week ending Jan. 23, 1915.	Week ending Jan. 24, 1914.	
United Kingdom..	7,986,320	4,273,110	81,166,228
Continent	877,240	4,150,040	40,269,700
So. & Cen. Am.	51,800	527,310	2,226,150
West Indies	193,700	450,546	2,863,720
Br. No. Am. Col.	27,850	1,000	227,618
Other countries ..	51,300	.....	95,200
Total	9,188,210	9,402,006	126,548,674

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	3,057	7,464,875	8,433,210
Boston	23	2,340,000	.....
Philadelphia .....	.....	104,000	195,000
Portland, Me. ....	.....	.....	368,000
St. John, N. B. ....	.....	2,480,000	194,000
Total week	3,080	12,388,875	9,188,210
Previous week ..	1,646	11,608,625	12,678,394
Two weeks ago ..	2,644	13,437,225	17,983,356
Cor. week last y'r	2,558	7,039,475	9,402,006

COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '14, to Jan. 23, '15.		Same time last year.	Changes.
	Nov. 1, '14, to Jan. 23, '15.	Nov. 1, '14, to Jan. 23, '15.		
Pork, lbs.	4,430,600	5,673,600	Dec. 1, 1914, to Dec. 31, 1914.	1,243,000
Meats, lbs.	105,101,310	81,905,375	Inc.	23,195,935
Lard, lbs.	126,548,674	116,539,833	Inc.	10,308,841

OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liverpool.	Glasgow.	Rotterd.	Copenhagen.
Beef, tierces	35sh.	40sh.	75c.	120sh.
Oil Cakes	40sh.	40sh.	65c.	65c.
Bacon	35sh.	40sh.	75c.	120sh.
Lard, tierces	35sh.	40sh.	75c.	120sh.
Canned meats	35sh.	40sh.	75c.	120sh.
Butter	70sh.	55sh.	150c.	150sh.
Tallow	35sh.	40sh.	75c.	120sh.
Pork, barrels	35sh.	40sh.	75c.	120sh.

No rates to Hamburg.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The predictions of higher prices were fulfilled during the past week. Advances of a fraction were general through the list. There was a moderate increase in the trade and a more optimistic feeling prevailed, although it was again noticeable that some of the cheaper descriptions of tallow were not in demand.

Sales of city special were reported at 6½c., and there were scattered trades in prime city tallow at 6c. loose, and subsequently on the basis of 6c. in tierces. The dealings were not large enough, however, to change the contract price from 5¼c.

The inquiry reported in the market recently from English sources has disappeared. Actual export business was light. The freight situation was against further sales. At London, this week, the auction sale was without special feature, there having been 1,039 casks offered, of which 759 were sold at unchanged prices from those that prevailed a week ago.

Prime city tallow was quoted at 5¼c. nominal toward the close of the week, and city specials at 6½c., with no important changes looked for in the immediate future.

OLEO STEARINE.—The market is quieter, but retains a firm tone. It was said that domestic and foreign buyers had been temporarily satisfied. Product was quoted on the basis of 10½c., despite the slackened inquiry.

SEE PAGE 29 FOR FRIDAY'S MARKETS.

OLEO OIL.—The market is very firm with other oils, and values are firmly held. Extras are quoted at New York, 15c.

GREASES.—The market continues quiet and firm. Quotations are nominal, as follows: Yellow, 5½@6¼c. nom.; bone, 5½@6c. nom.; house, 5½@5¾c. nom.

COCOANUT OIL.—The market is very firm with offering small. The reported embargo by England on cocoanut and palm oils will seriously restrict the supply available for this country. Quoted: Cochin, 15c.; arrival, —; Ceylon, 11@11½c.; Shipment, —.

PALM OIL.—The market is excited and strong on the reports of an embargo on the exports of palm oil from all English possessions, and prices have been advanced rapidly. Prime red spot, 6¼@9c.; to arrive, —; Lagos spot, 9@9¼c.; to arrive, —; palm kernel, 12c.; shipment, —.

NEATSFOOT OIL.—Prices are firm with trade quiet. For 20 cold test, 96@87c.; 30 do., 88c.; 40 do., water white, 80@82c.; low grade off yellow, 63c.

CORN OIL.—The market is very steady with other oils and offerings moderate. Prices quoted at \$5.81@5.94 in car lots.

SOYA BEAN OIL.—The market is very firm. Offerings are light and bids for round lots are reported in the market. Spot is quoted at 6@6¼c.

CHICAGO PROVISION MARKET.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, January 28, 1915.—Hog receipts in Chicago for the first three days this week were 143,654, against 114,521 for the first three days last week and 96,941 for a like time last year. There were received in eleven markets for the first three days of this week 421,000 hogs, against 337,000 for the corresponding period last week, and 313,000 for a like time last year. Total receipts in the same markets for 1915 to date 2,621,000 hogs, against 2,295,000 for the corresponding period last year and 2,333,000 for a like time in 1913.

The big receipts of hogs and the temporary prohibiting of shipments of hogs out of Chicago by the Federal authorities has created a low hog market. Today's hogs are selling from \$6.40@6.50, with a \$6.55 top. The top yesterday was \$6.90, on Monday it was \$7.15 and on Saturday it was \$7.25.

This puts hogs down to the price we have been predicting for a long time, and we think it is about as low as hogs will sell for the balance of the packing season. Seventy-cent corn in the country and 6-cent hogs do not connect. The provision market shows considerable strength, but it will be natural to expect the heavy receipts to create some depressions now and then, but the strength in the grain markets seems to keep the provision futures in a strong position.

There is considerable comment about the big accumulations of provisions. We cannot understand why such stress should be laid on our heavy accumulations during this period of the year. This is the time of year when accumulations should be going on. If we do not put away hog products at this time of the year, when will we put them away?

During the late spring and summer months our hog receipts are light, and consumption of hog meats are usually heavy, such as bacon and hams, and as there seems to be considerable improvement in industrial conditions, we know of no reason why hog prod-

ucts will not be in big demand right after the closing of the packing season when hog receipts will only be moderate. The South will be requiring ribs during their cotton planting season, and considerable of our present stocks will go in that direction, and while we think ribs will be needed at good prices, we consider lard the better property, owing to the fact that it is a world commodity. We would buy provisions on all breaks, especially the lard.

BUTTER SUBSTITUTES IN TRINIDAD.

Owing to the difficulty of producing butter locally, practically all the butter consumed in the island of Trinidad is imported, the greater part from European countries, writes Consul Andrew J. McConnico. The United States has only a small share in the butter and oleomargarine trade, and no share at all in the trade in condensed milk and evaporated cream.

During the year 1913, according to the report of the collector of customs, the value of the butter imported into the colony was \$158,539, of which France supplied 48 per cent., the United Kingdom 31 per cent., and the United States 7 per cent. The value of oleomargarine imported during the same year was \$18,468, of which the Netherlands supplied 44 per cent.; the United States, 24 per cent.; the United Kingdom, 23 per cent., and Germany, 8 per cent. The duty on butter and butter substitutes is \$2 per 100 pounds.

FOREIGN COMMERCIAL EXCHANGE.

New York, January 29.—Foreign commercial exchange rates, so far as quoted, are as follows:

London—	
Bankers' 60 days.....	4.83½
Cable transfers.....	4.85½ @ 4.85½
Demand sterling.....	4.85½ @ 4.85½
Commercial, 60 days.....	4.83
Paris—	
Commercial, 90 days.....	No quotations.
Commercial, 60 days.....	No quotations.
Commercial, sight.....	5.21¼
Bankers' cables.....	5.17
Bankers' checks.....	5.17½
Berlin—	
Commercial, sight.....	No quotations.
Bankers' sight.....	87½
Cable transfers.....	87½
Antwerp—	
Commercial, 60 days.....	No quotations.
Bankers' sight.....	No quotations.
Bankers' cables.....	No quotations.
Amsterdam—	
Commercial, sight.....	40¼ @ 40¼
Bankers' sight.....	40¼
Copenhagen—	
Checks.....	24½

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SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., January 28.—Crude cottonseed oil today, 45c. bid for any shipment, with only light sales reported.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., January 28.—Crude cottonseed oil, 45c.; remarkably light trading. Meal very firm at \$25. Southeastern common points. Hulls in slightly better demand at \$7, Atlanta, sacked.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., January 28.—Prime crude cottonseed oil firm at 46c. Prime 8 per cent. meal in good demand at \$25.50@26. Hulls steady at \$6.25@6.50, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., January 28.—Liberal sales of prime crude, Texas, 44½c.; 45c. now asked. Prime meal much higher; 8 per cent., \$28 per short ton here; 7½ per cent. \$26.50. New Orleans. Hulls steady at \$7 loose, \$9 sacked.

COTTONSEED OIL EXPORTS

[EDITOR'S NOTE.—The Government has instructed the Customs Service to withhold all details of exports from the public for 30 days after clearance, so that shipments may not be interfered with by warring nations. This causes the omission of ports of destination in some instances in the following table. Volume of exports and ports of shipment are given, however, as fully as possible under these restrictions.]

Exports of cottonseed oil reported for the week ending January 28, 1915, and for the period since September 1, 1914, were as follows:

	Week ending Jan. 28, 1915.	Since Sept. 1, 1914.
From New York—	Bbls.	Bbls.
Adelaide, Australia	—	2
Auckland, N. Z.	—	60
*Barbados, W. I.	215	1,393
Bergen, Norway	—	1,615
Bristol, England	—	25
Buenaventura, Colombia ..	—	33
Buenos Aires, A. R.	—	768
Cape Town, Africa	—	838
Cardenas, Cuba	—	156
Cartagena, Colombia	—	5
Christiania, Norway	—	300
Colon, Panama	—	277
Copenhagen, Denmark	—	9,199
Cristobal, Panama	—	320
Demerara, British Guiana ..	—	257
Fremantle, Australia	—	184
Genoa, Italy	—	393
Glasgow, Scotland	—	200
Havana, Cuba	—	566
Havre, France	—	2,675
Hull, England	—	274
Kingston, W. I.	—	335
La Guaira, Venezuela	—	3
Liverpool, England	—	3,079
London, England	—	8,875
Macoris, S. D.	—	42
Manchester, England	—	930
Manzanillo, Cuba	—	81
Marseilles, France	—	285
Matanzas, W. I.	—	15
Monte Cristi, San Dom.	—	214
Montevideo, Uruguay	—	2,091
Naples, Italy	—	857
Nassau, Bahamas	—	144
Para, Brazil	—	8
Piraeus, Greece	—	130
Ponce, P. R.	—	48
Port Antonio, W. I.	—	24
Port au Prince, W. I.	—	6
Port Limon, C. R.	—	16
Rio de Janeiro, Brazil	—	550
Rotterdam, Holland	—	6,305

St. Johns, N. F.	—	1
San Domingo, S. D.	—	98
San Juan, P. R.	—	64
Santiago, Cuba	—	364
Santos, Brazil	—	762
Sydney, Australia	—	10
Trinidad, Island of	—	12
Wellington, N. Z.	—	94
Ports not stated	5,463	144,897
Total	5,678	189,885

From New Orleans—		
Bocas del Toro, Panama....	—	202
Christiania, Norway	—	16,445
Frontera, Mexico	—	189
Gothenberg, Sweden	—	4,185
*Havana, Cuba	100	1,674
*Progreso, Mexico	120	745
Vera Cruz, Mexico	—	1,215
Total	220	24,635

From Baltimore—		
Glasgow, Scotland	—	155
Rotterdam, Holland	—	281
Total	—	436

From Savannah—		
Aarhus, Denmark	—	566
Glasgow, Scotland	—	264
Liverpool, England	—	1,050
London, England	—	7,185
Manchester, England	—	1,471
Total	—	10,536

From Norfolk—		
Glasgow, Scotland	—	200
Liverpool, England	—	3,090
London, England	—	130
Ports not stated	—	1,302
Total	—	4,722

From Mobile—		
Buenos Aires, A. R.	—	1,900
Total	—	1,900

From all other ports—		
Canada	—	13,405
Mexico (including overland) ..	—	1
Total	—	13,406

	Week ending Jan. 21, 1915.	Since Jan. 21, 1914.	Same period 1913.
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York	5,678	189,885	124,713
From New Orleans	220	24,635	27,822
From Galveston	—	436	1,261
From Baltimore	—	436	1,075
From Philadelphia	—	—	806
From Savannah	—	10,536	24,383
From Newport News	—	—	136
From Norfolk	—	4,722	14,536
From San Francisco	—	55	21
From Mobile	—	1,900	—
From all other ports	—	13,406	25,754
Total	5,898	245,575	217,507

*These figures represent shipments concerning which information is withheld by the government for thirty days.

LIEUT. JO W. ALLISON TO WED.

Announcement is made of the approaching marriage of Lieut. Jo W. Allison, of the Thirteenth United States Cavalry, to Miss Mary Caroline de Raismes, at the home of the bride's parents in Elizabeth, N. J., on February 10. Lieutenant Allison is the son and namesake of Colonel Jo W. Allison, of Dallas, Tex., one of the leaders of the cottonseed products industry in this country, and after whom cottonseed flour has been renamed "Allison flour." Lieutenant Allison is a famous horseman who made a name for himself in Texas and at West Point, and whose assignment to the cavalry branch of the service upon his graduation was a foregone conclusion.

AUSTRIA LOWERS COTTON OIL DUTY.

A telegram from the American consul at Trieste, dated January 24, and transmitted from the American embassy at Rome, states that by a ministerial decree published that day the duty on cottonseed oil was reduced to 15 crowns per 100 kilos (\$1.38 per 100 pounds). This decree modifies the tariff of Austria-Hungary, which provides a duty of 40 crowns per 100 kilos on cottonseed oil in casks, skins, or bladders, and 48 crowns per 100 kilos for cottonseed oil in bottles, jugs, and similar containers of less than 25 kilos in weight (\$3.68 and \$4.42, respectively, per 100 pounds).

Under ordinary conditions this would have been an announcement of great importance to the cottonseed oil trade. This question of the Austrian duty on American cottonseed oil has been a sore point with the trade for several years. Presumably in the interests of local industry the Austrian government raised the duty on American cottonseed oil, practically wiping out what had been a big trade. All government and trade efforts at securing a reduction or a concession failed.

Now it appears that the necessities of war have brought about what peace arguments could not accomplish. The Austrian government has put the duty back to a low figure. Whether the reduction is temporary or permanent is not yet known. However, it would seem to make little difference, since Austrian ports are so well blockaded by the Allies that it is doubtful if shipments of American cottonseed oil could be got into that country. As a leading trade authority said to The National Provisioner this week, the importance of this action in reducing the duty depends upon the ability to make deliveries to Austrian ports.

EXPORTS OF COTTONSEED OIL.

Government reports of exports of cottonseed oil for December show a total of 94,595 bbls. for that month, compared to 67,592 bbls. for December, 1913. For the four months of the season up to January 1 the export figures furnished by the government total 232,505 bbls., compared to 166,005 bbls. for a like period of the previous year.

It should be remembered that the government has refused to permit the examination of shipping manifests at custom houses, or to give information concerning the destination of cargoes for 30 days after clearance. This action was taken presumably because of war conditions, in a desire to observe neutrality. It has resulted in the disorganization of the export information service to some extent, so that the reliability of the figures remains in question.

For the month of December the government reports exports of cottonseed oil from various customs districts as follows: Georgia, 3,747 bbls.; Maryland, 1,175 bbls.; New York, 63,397 bbls.; Virginia, 6,113 bbls.; Galveston, 1,639 bbls.; New Orleans, 10,148 bbls.; Buffalo, 1,979 bbls.; Dakota, 303 bbls.; Eastern Vermont, 6 bbls.; Michigan, 4,803 bbls.; St. Lawrence, 1,285 bbls.; total, 94,595 bbls.

The government estimates of exports of cottonseed oil for the four months of the present season are given as follows: September, 25,473 bbls.; October, 41,226 bbls.; November, 71,212 bbls.; December, 94,595 bbls.; total, 4 months, 232,505 bbls.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

New High Levels—Crude Oil Strong—Consuming Demand Irregular—Sentiment Rather Bullish—Refiners on Both Sides—Cotton Area Decrease.

The irregular upward tendency of the cotton oil market was resumed during the past several days. It became evident that crude oil interests were indisposed to make concessions. Speculative holders frequently sold in the nature of profit taking, but offerings of this character had but temporary influence. Transactions in the local market have been of fair sized proportions, and while at times there was a lull in the outside trade, at no time was there any important diminished interest.

The sentiment generally is bullish. Large refiners are apparently arrayed on both sides of the market, but in public circles there is no inclination to operate for material declines. Erratic changes in lard induced rather mixed trading for professional operators and for Westerns, although it is still reasoned that the lard market is being maintained at a level sufficiently above the compound basis to insure a substantial distribution of cotton oil through the aggregate consumption of compound lard.

For several days there were advices sug-

gesting that users of cotton oil had supplied their requirements. No extreme pessimism was noted on this account, however, it being the impression that the amount of surplus holdings in consumer's hands was not sufficient to make for a protracted dull spell. In confirmation of such views, there were sudden buying spurts which were not appreciably checked by the advance of the market to the highest basis of the season.

There are authorities who insist that the upturn during the past several weeks is to a large extent speculative and that liquidation sooner or later is inevitable. These interests declare that the oil sold in the contract market, at New York, represents chiefly the hedges of refiners, so that the technical position of the list is really vulnerable for the present.

The fact that the crude oil market is stronger than the option market is still referred to, however, when speculative operations are mentioned as the basis for the enhancement of values. After all, the stubbornness of milling interest is not surprising, as seed has risen in cost, and the position of crude oil mills constantly improved because of the liquidation the past several weeks. It is understood that as high as

\$30 a ton has been paid for seed, following moderate transactions at about \$28. There is a tremendous demand for cottonseed meal at big prices, with foreigners the chief buyers.

A bullish feature of the situation at present is the knowledge that the comparatively high prices for cotton oil are not seriously jeopardizing the consumptive prospects. Foreign oils in general exhibit a very strong tone in direct reflection of the deficient supplies here and the prolongation of the war. Of course it would seem as though the scarcity of foreign supplies here would increase the amount available in Europe, but it is by no means certain that the production and movement of oil abroad is active under the trying conditions, resulting from the political turmoil. It is known that the demand for cotton oil from European sources keeps quite persistent and the actual business would be larger but for the tonnage situation, which adds greatly to the importation cost of cottonseed oil and militates against quick shipment. As a matter of fact, England has placed an embargo on shipments of oil (cocoanut and palm) from its possessions.

It is becoming more evident that the cotton area of next season will show a moderate

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San Francisco, 1894.
Atlanta, 1895.
Paris, 1900. Buffalo, 1901.
Charleston, S. C., 1902.
St. Louis, 1904.

decrease, at least. Official advices have come to hand, indicating that about 3,700,000 acres of ground in the South have been given over to grain. Winter wheat and oats were sown about evenly on this land. These figures alone suggest a 10 per cent. area decrease of cotton next season. Some allowance should perhaps be made for the opening of new lands, but it is not thought that the increase in this respect was considerable. The amount of corn that will be planted in the South is a matter of conjecture, yet it is fair to assume that this area will be seeded in many localities, as corn is selling at sensationally high levels, whereas cotton is still below the cost of production, even in the territories where the growing of cotton is ostensibly carried on economically.

Closing prices, Saturday, January 23, 1915.—Spot, \$6.45@6.70; January, \$6.50@6.70; February, \$6.60@6.63; March, \$6.71@6.72; April, \$6.80@6.85; May, \$6.92@6.93; June, \$7@7.08; July, \$7.15@7.17; August, \$7.26@7.30. Futures closed at 3 decline to 6 advance. Sales were: January, 100, \$6.55; February, 400, \$6.63@6.61; March, 1,900, \$6.71@6.70; May, 4,700, \$6.93@6.90; July, 2,100, \$7.16@7.14; August, 100, \$7.26. Total sales, 9,300 bbls. Good off, \$6.40@6.65; off, \$6.35@6.60; reddish off, \$6.20@6.55; winter, \$6.75; summer, \$6.75; prime crude, S. E., \$5.73 nom.; prime crude, Valley, —; prime crude, Texas, —.

Closing prices, Monday, January 25, 1915.—Spot, \$6.55@6.85; January, \$6.60@7; February, \$6.70@6.75; March, \$6.86@6.87; April, \$6.98@7; May, \$7.05@7.08; June, \$7.13@7.16; July, \$7.26@7.27; August, \$7.36@7.38. Futures closed at 10 to 18 advance. Sales were: March, 3,300, \$6.88@6.72; April, 1,300, \$7.05@6.97; May, 7,800, \$7.12@6.94; June 200, \$7.18@7.15; July, 8,500, \$7.29@7.18; August, 700, \$7.37@7.32. Total sales, 21,800 bbls. Good off, \$6.30@6.90; off, \$6.25@6.85; reddish off, \$6.15@6.80; winter, \$6.75; summer, \$6.75; prime crude, S. E., \$5.73 nom.; prime crude, Valley, —; prime crude, Texas, —.

Closing prices, Tuesday, January 26, 1915.—Spot, \$6.70@7; January, \$6.70@7; February, \$6.77@6.84; March, \$6.90@6.92; April, \$7.03@7.05; May, \$7.11@7.12; June, \$7.19@7.25; July, \$7.31@7.32; August, \$7.41@7.42. Futures closed at 4 to 10 advance. Sales were: March, 500, \$6.87; April, 200, \$7.05@7; May, 4,600, \$7.12@7.05; June, 100, \$7.15; July, 3,700, \$7.32@7.24; August, 800, \$7.39@7.37. Total sales, 9,900 bbls. Good off, \$6.60@6.98; off, \$6.45@6.95; reddish off, \$6.40@6.90; winter, \$7; summer, \$7; prime crude, S. E., \$5.73 nom.; prime crude, Valley, —; prime crude, Texas, —.

Closing prices, Wednesday, January 27, 1915.—Spot, \$6.88@7.25; January, \$6.91@6.99; February, \$6.90@6.99; March, \$7@7.01; April, \$7.11@7.15; May, \$7.20@7.23; June, \$7.30@7.34; July, \$7.40@7.41; August, \$7.47@7.49. Futures closed at 6 to 21 advance. Sales were: March, 11,600, \$7.08@6.90; May, 13,800, \$7.26@7.15; July, 12,100, \$7.45@7.34; August, 1,200, \$7.50@7.45. Total sales, 38,600 bbls. Good off, \$6.75@7.05; off, \$6.60@7.05; reddish off, \$6.55@7; winter, \$7; summer, \$7; prime crude, S. E., \$5.93 nom.; prime crude, Valley, —; prime crude, Texas, —.

Closing prices, Thursday, January 28, 1915.—Spot, \$7@7.10; January,; February, \$7@7.04; March, \$7.06@7.08; April, \$7.16@7.20; May, \$7.25@7.26; June, \$7.30@7.40; July, \$7.45@7.47; August, \$7.55@7.58; September, \$7.55@7.70. Futures closed unchanged to 10 advance. Sales were: February, 300, \$7; March, 6,000, \$7.10@7.06; April, 400, \$7.18@7.17; May, 9,400, \$7.29@7.25; June, 100, \$7.40; July, 6,400, \$7.50@7.43; August, 1,200, \$7.58@7.53. Total sales, 24,400. Good off, \$6.80@6.90; off, \$6.60@6.90; reddish off, \$6.30@6.85; winter, \$7.20; summer, \$7.10; prime crude, S. E., 600 nom.; prime crude, Valley, —; prime crude, Texas, —.

SEE PAGE 28 FOR FRIDAY'S MARKETS.

TAKING CARE OF COTTON SEED.

By Dr. A. M. Soule, President Georgia College of Agriculture.

Cotton seed has now become one of the important by-products of the Southern farm. It is true that seed started out at a relatively low price this fall, and in some communities there was difficulty in disposing of them, but at present they are commanding a high price on the market, and seem to be in very good demand as well.

From this it is safe to conclude that the farmer who grew cotton will find his seed, relatively speaking, a more profitable and desirable crop than the lint which he gathered and ginned from the seed. Anything, therefore which tends to affect the quality of the seed must influence their value, and is a matter which should be kept carefully in the mind of every producer of cotton.

The writer had recently called to his attention the fact that the mills in Georgia within one month had paid out approximately \$75,000 in claims for "off" products. This amounts to an astonishing total if the same thing has been repeated in all the Southern States. If it is true that this loss has been sustained by the manufacturer of the seed, it is quite evident that a margin in purchasing must be allowed to cover the same, or else the mills working the seed would of necessity have to go out of business.

It is perfectly clear to anyone who digests the situation that the growers have ultimately lost the \$75,000 in question. This being true, it is important to discover why such a loss should have been sustained and to ascertain if it can not be obviated, for if this can be done then the farmers who sell the seed in question are at least \$75,000 in pocket. Remember, also, that the loss mentioned is but for one month, and that it is probably as great for every month of the season in which the oil mills operate.

Investigating this matter to find out the cause of the loss in question, it appears that there is often an excess of moisture in the seed. When this happens, as in a rainy fall like that just passed, they are most likely to heat and mold and be damaged for milling purposes.

Oil mills, as a matter of fact, must have a first grade of sweet, wholesome and properly matured seed to put out a first-class product. Just as the seed for any purpose departs from this standard will their value for milling purposes be lessened, and therefore the price to the farmer proportionately reduced. There is no discrimination in this matter either. It is simply a law of commerce which every individual and concern exercises as a matter of self-protection.

To begin with, an oil mill produces crude oil of prime quality which of necessity can only be made from prime seed, and crude oil of off quality made from damaged seed. While there are several grades of cottonseed meal manufactured, which vary somewhat in the percentage of digestible plant and animal food, there are two distinct classes, namely, that made from prime seed and which is of first grade, and that made from damaged seed which is of secondary grade.

While second-grade meal can possibly at times be fed with safety to livestock, there is more or less danger attending its use, owing to the fact that it might contain molds. Therefore, it is largely disposed of for fertilizing purposes, and as it is not in competition with high-grade meal, is sold at some difference in price, representing not only an unnecessary loss to the manufacturer, but to the grower of cotton as well.

The extent of the loss incurred by carelessness in handling the seed is shown by the fact that under normal conditions, where the seed are sweet, the refining loss on the oil amounts to between 5 and 6 per cent., but where the seeds are damaged it often runs from 10 to 30 per cent. The greatest damage to the seed results from the presence of excessive moisture, due sometimes to over exposure to the weather or from insipient germination when stored in houses where they are heaped up in large piles.

As cotton is picked it should be stored in some place where it will be properly protected from the weather and not piled up too deeply. The storage house should be provided with ample ventilation. Under these conditions there is little likelihood of damage or loss. It is also desirable that sunlight find ready access to the building and that the seed be turned over from time to time in order to dry out the excess of moisture. This is very important with early picked cotton, and especially is it a practice to be followed out vigorously in a very rainy season.

The curing of the seed and lint, as has been suggested, is an advantage in more ways than one. There is less damage to the seed when it is ginned in a dry as compared to a wet condition. The seed are also likely to heat. Of course, it is of the utmost importance that the seed be not stored in too great piles until they are thoroughly cured.

There is always danger that enough moisture will gather in the center of large heaps to produce sweating and possibly heating, and even more or less mold and fire-fang, with the result that the seed go to market inferior in quality for the production of both meal and oil, and the producer has to suffer

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a loss aggregating 10 per cent. and upward of the value of his seed crop, due to carelessness in handling.

There is also a considerable amount of dirt and trash in the seed which could be kept out if the cotton were properly stored in baskets or sacks, as picked, and hauled directly to the storage house. This dirt and trash amounts often to 100 to 200 pounds per ton of seed, and constitutes a loss which militates against the profits of the grower of cotton. Since it is unnecessary and may be obviated with beneficial results, why permit it to continue longer?

If the simple suggestions made above were carried into effect on every Southern farm, the seed crop would be materially enhanced in value, the products turned out by the mills made more uniform, and claims for damages by reason of "off" quality in meal or oil largely eliminated. The losses involved are of such magnitude as to insure this matter receiving the deep consideration at the hands of the growers to which it is entitled.

[EDITOR'S NOTE.—In sending out this article Secretary E. P. Chivers, of the Georgia Cotton Seed Crushers' Association, says: "It is very timely at this moment on account of the quality of seed being offered. Of course when damaged seed is offered to the mills, as is the case in a great many instances now, they are docked a certain amount. Farmers have had to sell some of their seed recently at prices which were lower than they would have gotten had they been in prime condition. We want to educate the farmer as far as possible to take the best care of his seed, because while we deduct a certain amount for 'off' seed, the deduction is rarely ever sufficient to cover the loss sustained by the mills from 'off' products."]

COTTONSEED PRODUCTS IN ENGLAND.

In spite of the low prices of cotton and cotton seed, the conditions in England with respect to cottonseed products are such that prices of cottonseed meal and compounded meal cake to the customer are higher than usual, writes Commercial Attache A. H. Baldwin from London. This is due to the extraordinary high freight rates which are now demanded and obtained, and is also due in part to the congestion of shipping in the English ports which are open. It is stated that while under ordinary conditions a ship can be unloaded in three days, a month is now required; and meanwhile heavy demurrage charges are accumulated and are reflected in the prices which must be obtained for the cargo.

The market for cottonseed meal cake feeding compounds in Great Britain is highly organized, and the existing brands are established so firmly that it will be difficult to

introduce new compounds manufactured in the United States except through lower prices. The conservatism of buyers in this country is well known and can be overcome only by special and continued efforts.

Feeding compounds must comply with government regulations as to content, and must contain from 8 to 9 per cent. of oil and 20 to 25 per cent. of albuminoids. These compounds are subject to official inspection at any time, and wholesale buyers must be protected by a guaranty of quality if they are to be induced to handle this business.

UTILIZING COTTONSEED MEAL.

The Chicago Breeders' Gazette, the leading publication of its class, gives editorial advice to farmers and feeders concerning the opportunity for profitable use of cottonseed meal as follows in a recent issue:

Winter gets well on its way before a serious deficiency is noted in most farm rations. Late fall pasture helped out this season. When winter finally came suddenly with its blanket of deep snow clapped down over the north, stockmen realized that feed of other kinds was necessary. Cottonseed meal fills the gap acceptably this winter for nearly all stock. It supplies the cheapest protein an American farmer can buy. This is not always the case, but the restricted export outlet has left vast quantities of cottonseed meal in this country that ordinarily would have found European buyers.

With a scarcity of clover and alfalfa hay on most farms, and an abundance of bright straw, leafy stalkfields, cornfodder and silage, cottonseed meal is exactly suited to balance the rations. Even at the usual prices, \$4 or \$5 higher than this season, this by-product of Southern mills has become a favorite feed in the north to combine with silage for cattle and sheep. Abundant tests show how profitably it is used in this way.

Usually farmers, who do not handle stock

extensively hesitate to buy any supplementary feed of this sort and prefer to deal out a little more liberally of the home-grown fare. But the profit from purchased feed is usually less pronounced than this winter, although sufficient to make a neat percentage on the investment. Now, with farm feeds at unusually high values and cottonseed meal ridiculously cheap, the liberal use of the purchased protein yields substantial profits.

REVIEW OF FROZEN MEAT TRADE.

(Continued from page 17.)

weight and value of all kinds of frozen meat imported into Great Britain during 1911, 1912, 1913 and 1914 are as follows:

	1911. Tons.	1912. Tons.	1913. Tons.	1914. Tons.
Australia	100,115	93,500	150,666	143,853
New Zealand	111,896	121,386	122,234	142,700
South America	218,711	233,226	184,960	162,969
Other countries .....	...	...	...	3,853
Totals	431,722	448,112	457,890	453,375

South American chilled beef imports are not included in the above figures. In 1914 these amounted to 2,865,022 quarters, weighing 240,507 tons, valued at £10,205,022, as compared with 2,987,110 quarters weighing 262,400 tons, valued at £9,785,438 in 1913.

The Trade in Chilled Beef.

Perhaps the most noteworthy feature of the trade in chilled beef was the sharp contrast between the imports from South America in the latter part of the year and those of the first seven months. Not only were exports in August practically suspended, but when shipments were resumed, after the adjustment of the financial position, they amounted to less than half their original volume. The average arrivals for the first seven months of the year were about 316,000 quarters, say 26,500 tons, per month, but for the last three months the average was only about 119,000 quarters, say 10,000 tons per month.

Although the shipments from South America to the United States were reduced during

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the latter part of the year, while the export to France was inaugurated and developed, the output of chilled beef from the South American works was manifestly curtailed in favor of the production of frozen beef. The imports of this description into the United Kingdom during the last three months of the year averaged 193,000 quarters per month, say 12,000 tons, against 95,700 quarters, say 7,500 tons, for the first seven months of the year, when trade conditions were normal.

This is not to be wondered at, in view of the comparatively low prices ruling in the market for chilled beef in the British market, as compared with the inflated prices obtainable for frozen beef, in consequence of the strong demand for army requirements.

The total importation of chilled beef into Great Britain from the Argentine Republic amounted to 2,774,286 quarters, as against 2,961,219 in 1913, and from Uruguay, 90,736 quarters, against 25,891 in 1913. The net decrease from the River Plate works was thus 122,088 quarters.

Freezing Works in Various Countries.

The total output of the various freezing works in Australia, New Zealand and South America last year is estimated, approximately, at 795,977 tons, as compared with 766,910 tons in 1913 and 678,658 tons in 1912. Of that total, 690,029 tons (chilled and frozen), along with 4,436 tons from the United States and South Africa, came to the United Kingdom, and 105,948 tons went to "other markets," as compared with 720,260 tons and 46,650 tons respectively in 1913. The very material expansion in the volume of trade with "other markets" was principally due to the greatly increased export of chilled beef from the Argentine to the United States, and of South American and Australian frozen beef to France.

New freezing works were opened during the past year at Pukeuri and Hawkes Bay in New Zealand; and at Brisbane, Shepparton and Melbourne in Australia; but the Las Palmas Produce Company's works in the Argentine and the C. M. Co.'s Oamaru works in New Zealand were closed down. Extensions were made at many of the existing freezing works, and new establishments are in course of erection at Fielding in New Zealand; at Port Darwin and Townsville in Australia, and at Buenos Aires and Ensenada in the Argentina. At Ultima Esperanza in Patagonia new works

have just been completed. The Paeta Meat Company's works in New Zealand, destroyed by fire, have been re-erected with an increased freezing capacity.

Markets Outside the United Kingdom.

The quantity of meat shipped by Australia to destinations outside the United Kingdom during 1914 was slightly less than in the previous year. There was a considerable increase in shipments to America, and these would have shown still greater expansion but for the outbreak of war. On the other hand, there was a heavy reduction in consignments to Continental ports through the contraction of the Swiss and Italian markets, and the closing of the German market, while the opening of the French market did not come about soon enough to have much effect upon the 1914 output.

South America sent very large quantities of meat to the new United States market, and also, after the outbreak of war, to France, with the result that shipments to England were reduced in volume. The Mediterranean ports and Vancouver continued to draw limited supplies from New Zealand, and a considerable trade was transacted in New Zealand meat to the United States until the war stopped shipments for that destination.

Last year 425,104 tons of meat of all descriptions passed through Smithfield Market, London, which still handles nearly 25 per cent. of the entire quantity of beef, mutton and lamb consumed in the United Kingdom. The quantity dealt with was slightly less than the 1913 total, despite increased sales of home-killed and Continental meat. There was a slight reduction in the quantity of Australasian frozen, and a more important decrease in the quantity of South American chilled and frozen meat marketed.

Effects of War on European Supplies.

An outstanding feature of the year's trading was the complete vindication of the opinion frequently expressed in earlier issues of this review, to the effect that frozen meat would prove to be an important factor in the food supply of armies in time of war. The experiences of the South African and Philippine wars had furnished grounds for this view; and the great European war has already confirmed it. For reliability of quality, ease of transport, capacity for standing exposure, and economy in handling, it is found to be far in advance of fresh-killed or chilled meat; while on hygienic grounds the use of frozen meat is greatly to be preferred to the alternative system of slaughtering large numbers of animals in the neighborhood of military camps of any kind.

Although the European markets for meat have thus far shown surprisingly small change so far as prices are concerned, the outbreak of war has already produced some important developments in connection with supplies in several of the countries engaged. In the United Kingdom an increased marketing of home-fed stock has been witnessed concurrently with a slightly diminished volume of arrivals from overseas sources; but, after all, the changes have not been great.

In France the hostile occupation of considerable tracts of territory has certainly tended to curtail the quantity of meat available, but the remaining stocks have undoubtedly provided disproportionately heavy killings, otherwise prices would have advanced

more than has been the case. Probably the larger proportion of the 2,000,000 head of cattle in the Eastern provinces, available in July last, are permanently lost to France as meat producers. On the other hand, France, having removed import duties and restrictions, has already imported large quantities of frozen meat, and has arranged for still larger imports in the near future.

This change of policy is so marked, and its effect likely to be so far reaching, that it can hardly fail to influence materially the course of the whole frozen meat trade for some time to come. Formerly, France kept out frozen meat to protect her farmers. Now that country is admitting frozen meat, not only to supply military requirements, but also to protect her flocks and herds from undue depletion.

In Belgium the flocks and herds may be considered as wiped out, so far as food supplies go, for some years to come, and the free importation of foreign meat appears to offer the only practical solution of the problem certain to arise when national life is resumed in that sorely stricken land.

In Germany, the pressure of demand for army requirements has probably been met thus far from domestic sources, supplemented by captures from France and Belgium, and importations from small neighboring States, who appear to have slaughtered stock freely; but on the other hand the Russian supply of cattle and feeding stuffs, and the limited receipts of frozen Australian mutton and beef have been cut off. In effect, the value of meat in Germany does not appear to have been seriously affected up to the present, but indications are not wanting to show that greater economy in consumption is now being called for.

Austria is practically self-contained in respect of meat requirements, although Roumania, Servia and other Balkan States provided some welcome supplies in normal times. These are now probably missed, and heavier inroads made into her own flocks and herds in consequence. That the margin of surplus supply in Austria is unimportant was evidenced by the temporary opening of its markets to frozen meat three years ago—a popular step which was, however, subsequently annulled in deference to the strong pressure which the agrarian party could put upon the government of that day.

In Italy there is a permanent shortage in the home supply, and considerable quantities of frozen meat have been imported in recent years. High prices checked that trade in 1914; but a change in the political relations of that country with any of its neighbors would almost inevitably bring about a resumption of the demand, even at the present high level of prices.

At many points, therefore, the outbreak of war has already brought into prominence the vital importance, to most Continental countries, of being able to draw upon extra European sources for those additional supplies which make all the difference between scarcity and a reasonable sufficiency for present day requirements. For the moment, the development of the frozen meat trade on ordinary lines may remain in abeyance; but the future is manifestly going to be a time of such expansion in the consuming markets that the producing countries may find difficulty in coping with it.

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THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, January 29.—Market steady. Western steam, \$11.25; Middle West, \$11.10 @11.20; city steam, 10% @11c.; refined Continent, \$11.75; South American, 12c.; Brazil, kegs, 13c.; compound, 8@8½c. nom.

Marseilles Oils.

Marseilles, January 29.—Copra fabrique, 103¼ fr.; copra edible, — fr.; peanut fabrique, 76 fr.; edible, —.

Liverpool Produce Market.

Liverpool, January 29.—(By Cable.)—Beef, extra India mess, 170s.; pork, prime mess, 107s. 6d.; shoulders, square, 57s.; New York, 55s.; picnic, 54s.; hams, long, 69s.; American cut, 68s. 6d. Bacon, Cumberland cut, 64s. 6d.; long clear, 67s.; short backs, 60s.; bellies, clear, 67s. Lard, spot prime, 54s. 3d.; American refined contract, 55s. 6d. 28-lb. boxes, 56s. 9d. Lard (Hamburg), nominal. Tallow, prime city, 33s. 6d.; choice, 35s. Cheese, Canadian finest white, new, 86s. Tallow, Australian (at London), 33s. 9d.

FRIDAY'S CLOSINGS.

Provisions.

Trading in futures was less active, and prices showed moderate reaction.

Stearin.

The market continued quiet but steady with oleo quoted at 10c.

Tallow.

The market was steady with city quoted at 5% @6c. and specials at 6% c.

Cottonseed Oil.

The market was less active and a little easier with some realizing.

Market closed 3 points decline to 5 advance. Sales, 12,500 bbls. Spot oil, \$7@7.05. Crude, Southeast, \$6 nominal. Closing quotations on futures: February, \$7@7.03; March, \$7.05@7.07; April, \$7.13@7.17; May, \$7.24@7.25; June, \$7.35@7.37; July, \$7.44@7.45; August, \$7.53@7.56; September, \$7.55@7.68; good off oil, \$6.80@6.85; off oil, \$6.55@6.90; red off oil, \$6.60@6.85; winter oil, \$7.25 bid; summer white oil, \$7.25 bid.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 29.—Hog market strong and 15c. higher. Bulk of prices, \$6.65@6.85; mixed, \$6.50@6.85; heavy, \$6.60@6.85; rough, heavy, \$6.30@6.45; Yorkers, \$6.70@6.85; pigs, \$5.25@6.65; cattle, strong to 10c. higher; beefs, \$5.40@9.10; cows and heifers, \$3@7.85; Texas steers, \$4.90@6.35; Western, \$4.90@7.35. Sheep market strong and 10@15c. higher; native, \$5.90@6.70; yearlings, \$7@7.90; lambs, \$7.40@8.85; Western, \$7.50@8.90.

Sioux City, January 29.—Hogs higher, at \$6.50@6.70.

Buffalo, January 29.—Hogs lower; on sale, 12,000, at \$7@7.50.

Kansas City, January 29.—Hogs higher, at \$6.55@6.85.

South Omaha, January 29.—Hogs higher, at \$6.50@6.75.

St. Joseph, January 29.—Hogs higher, at \$6.60@6.70.

Louisville, January 29.—Hogs higher, at \$7 @7.15.

Indianapolis, January 29.—Hogs higher, at \$6.80@7.50.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 23, 1915, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	8,684	22,300	20,421
Swift & Co.	7,614	18,400	26,418
S. & S. Co.	3,912	15,100	9,550
Morris & Co.	5,600	16,600	7,880
Hammond Packing Co.	2,150	8,300	...
Libby, McNeill & Libby	1,354	...	...
Anglo-American Prov. Co.	353	18,300	...

Royd, Lunham & Co., 10,100 hogs; Western Packing & Provision Co., 13,700 hogs; Roberts & Oake, 6,200 hogs; Miller & Hart, 3,900 hogs; Independent Packing Co., 13,800 hogs; Brennan Packing Co., 5,900 hogs; others, 3,300 hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	2,724	9,457	4,645
Fowler Packing Co.	390	...	2,362
S. & S. Co.	2,985	8,820	5,124
Swift & Co.	1,984	5,361	9,207
Cudahy Packing Co.	4,610	8,182	4,747
Morris & Co.	3,591	6,044	2,121
Butchers	193	1,066	144

B. Balling, 36 cattle; Blount, 51 cattle and 1,148 hogs; Dold Packing Co., 1,532 hogs; Independent Packing Co., 138 cattle; I. Meyer, 22 cattle; John Morrell & Co., 194 cattle; M. Rice, 814 hogs; St. Louis Dressed Beef Co., 20 cattle; Wolf Packing Co., 102 cattle.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	1,689	5,249	3,469
Swift & Co.	2,227	6,612	8,343
Cudahy Packing Co.	2,877	9,388	9,978
Armour & Co.	2,313	12,579	11,770
Swartz & Co.	...	...	...
J. W. Murphy	...	12,726	...
Others	7,724	...	4,132

Lincoln Packing Co., 99 cattle; John Morrell & Co., 219 cattle; South Omaha Packing Co., 3 cattle.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	3,429	8,247	3,735
Swift & Co.	4,389	3,354	7,117
Armour & Co.	3,877	2,247	4,552
St. Louis Dressed Beef Co.	678	...	...
Independent Packing Co.	655	993	...
East Side Packing Co.	234	3,371	...
J. H. Belz Provision Co.	...	1,267	...
Hell Packing Co.	25	1,752	...
Krey Packing Co.	19	1,750	...
Carondelet Packing Co.	...	307	...
Sartorius Provision Co.	...	461	...
Luer Bros. Packing Co.	...	1,067	...
Others	883	19,467	1,440

St. Joseph.*			
	Cattle.	Hogs.	Sheep.
Swift & Co.	1,400	3,871	3,184
Hammond	850	3,353	727
Morris & Co.	850	3,125	1,056
Others	...	1,633	...

Sioux City.			
	Cattle.	Hogs.	Sheep.
Cudahy Packing Co.	2,426	11,646	...
Armour & Co.	2,260	10,950	...
R. Hurn Packing Co.	336	41	...
Roth Packing Co.	30	146	...

Smith Bros., 65 cattle; Dunlevy & Bro. Co., 430 hogs; J. E. Decker & Son, 490 hogs; Statter & Co., 56 cattle; Cudahy Bros., 3,811 hogs; St. Louis Independent Packing Co., 4,518 hogs; Sacks Dressed Beef Co., 59 cattle; others, 7,281 cattle.

*Incomplete.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JANUARY 25, 1915.

	Beesves.	Calves.	Sheep and Lambs.	Hogs.
New York	1,600	2,471	6,630	6,114
Jersey City	8,048	1,722	5,734	25,814
Central Union	1,954	17	1,515	69
Totals	6,602	4,210	13,882	81,997
Totals last week.	8,183	4,507	22,773	34,080

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner. It's page 48.

RECEIPTS AT CENTE

SATURDAY, JANUARY 23, 1915.

	Cattle.	Hogs.	Sheep.
Chicago	300	9,000	3,000
Kansas City	200	1,000	...
Omaha	100	6,000	500
St. Louis	100	2,000	100
St. Joseph	100	1,400	...
Sioux City	100	5,000	300
St. Paul	500	2,500	200
Oklahoma City	...	700	...
Fort Worth	100	800	...
Milwaukee	...	10,205	...
Denver	500	100	...
Louisville	50	985	50
Cudahy	...	1,200	...
Indianapolis	150	4,000	...
Pittsburgh	...	2,000	1,000
Cincinnati	200	1,694	100
Buffalo	400	6,500	2,600
Cleveland	60	1,000	...
New York	310	1,084	928
Toronto, Canada	41	...	...

MONDAY, JANUARY 25, 1915.

Chicago	16,000	46,000	15,000
Kansas City	11,000	10,000	7,000
Omaha	5,500	7,500	10,000
St. Louis	5,900	10,000	3,100
St. Joseph	1,100	8,200	3,200
Sioux City	4,500	5,000	500
St. Paul	1,700	15,000	1,000
Oklahoma City	750	2,000	...
Fort Worth	3,000	3,000	...
Milwaukee	50	5,063	300
Denver	400	1,000	300
Louisville	1,100	2,500	50
Cudahy	...	1,000	...
Wichita	...	58	...
Indianapolis	450	7,000	...
Cincinnati	1,000	3,856	...
Buffalo	3,100	15,000	10,000
Cleveland	300	3,000	2,000
New York	3,190	13,156	4,236
Toronto, Canada	1,779	2,675	715

TUESDAY, JANUARY 26, 1915.

Chicago	8,000	45,000	12,000
Kansas City	9,500	10,000	9,500
Omaha	6,000	17,000	11,500
St. Louis	3,400	13,100	3,000
St. Joseph	1,500	11,000	3,500
Sioux City	3,500	12,000	1,000
St. Paul	2,000	10,000	900
Oklahoma City	1,200	2,200	...
Fort Worth	1,500	1,800	300
Milwaukee	400	7,502	1,000
Denver	1,500	300	100
Louisville	50	387	...
Wichita	...	2,455	...
Indianapolis	700	12,000	...
Pittsburgh	...	1,200	1,000
Cincinnati	300	6,854	...
Buffalo	400	6,500	4,000
Cleveland	60	3,000	1,600
New York	648	3,021	543
Toronto, Canada	727	1,080	213

WEDNESDAY, JANUARY 27, 1915.

Chicago	14,000	33,000	28,000
Kansas City	4,400	13,000	11,000
Omaha	4,500	18,000	17,000
St. Louis	3,800	12,600	2,500
St. Joseph	1,300	8,500	7,000
Sioux City	2,000	14,000	2,500
St. Paul	1,000	7,300	800
Oklahoma City	500	8,000	...
Fort Worth	2,100	2,500	200
Milwaukee	100	23,305	200
Denver	200	1,400	800
Louisville	50	841	...
Cudahy	...	3,000	...
Wichita	...	4,200	...
Indianapolis	700	10,000	...
Cincinnati	500	4,688	400
Buffalo	200	6,000	5,000
Cleveland	100	3,000	2,000
New York	1,471	5,617	3,219
Toronto, Canada	1,101	1,502	888

THURSDAY, JANUARY 28, 1915.

Chicago	3,500	26,000	7,500
Kansas City	2,000	9,000	4,000
Omaha	2,800	13,000	4,500
St. Louis	3,000	6,500	2,500
St. Joseph	1,300	9,500	1,000
Sioux City	1,500	10,000	1,000
St. Paul	...	7,500	...
Milwaukee	...	2,450	...
Louisville	...	2,000	...
Cudahy	...	4,159	...
Wichita	...	8,000	...
Indianapolis	...	5,000	200
Cincinnati	1,000	8,000	5,000
Buffalo	200	3,000	...
Cleveland	...	3,000	...
New York	1,414	2,492	2,140
Toronto, Canada	1,101	1,502	888

FRIDAY, JANUARY 29, 1915.

Chicago	1,200	9,000	5,000
Kansas City	1,000	4,000	5,000
Omaha	1,200	10,000	8,000
St. Louis	800	17,500	1,600
St. Joseph	900	3,500	500
Sioux City	500	6,800	1,000
Fort Worth	2,000	1,200	...
St. Paul	1,200	7,200	200
Oklahoma City	700	2,500	250

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The packer hide market is strong mainly because supplies are small and prices are high. Apart from a large sale of native bulls, packer hides were not in the lime light this week. Country hides are slow and the actual condition of the market does not appear.

Chicago.

PACKER HIDES.—Native bulls received the most attention of any packer hide selection in the period under review. A demand from the East for these hides, largely for carriage and harness leathers, caused a stiffening in the prices and sales to the end of June were effected as high as 18c. for such salting, the highest price ever realized for such hides. Heavy native steers sold at 23½c., a new rate, involving two cars of November-December hides and three cars of January stock, all going to one buyer. Heavy Texas steers were not moved. This selection sold at 20¼c. in connection recently with under weights at 20c. Butt branded steers were dull. This selection is held in moderate supply at 21c., the last rate realized. Colorado steers were not moved. Last sales were at 19½c. for December-January take-off. January hides are now held at 20c. and buyers display no interest in the situation. Branded cows were not traded in on account of the asked advance. Killers asked 20½c. following the heavy movement recently at 20c. Heavy native cows were quiet. Last sales were at 23@23½c. for last year's kill. This year's hides are held up to 23½c. along with heavy native steers. Light native cows are very quiet. This is largely due to the lack of supplies. Most killers are sold through January, and one is booked through February. Last sales were at 23c., but all killers now demand 23½c. for further business. Native bulls were sold in a rather large way. Prices realized ranged from 17¼@18c. at ¼c. changes. The week opened with January goods bringing 17¼c., February-March at 17½c.; April at 17¾c., and May-Junes at 18c. Three packers sold these hides, but one only booked the first three months of the year. About 25,000 hides are involved in these transactions. Branded bulls were quiet and quoted nominally at 16@16½c. for business as to quality. Outside was recently paid for current Southern slaughter. The inside rate is considered the market for Northern hides.

Later.—Market is strong with native bulls in feverish demand. Eastern buyers want them at 18c. from January to June takeoff. Killers are only willing to sell to end of March. Last sales were at 18c. for Junes. A lot of 6,000 January heavy cows brought 23½c.

COUNTRY HIDES.—Trading was somewhat slow in the heavier weights of country hides. Extremes moved in fair sized volume and brought steady rates. Heavy steers were not sold. There are but few of this selection in the market, and such are held at 20c. firmly. Heavy cows were not reported sold. The market is considered nominal at 20c. for business. Last sales were on that basis. Buffs were not sold at a regular selection. A couple of cars of 25@60-lb. goods sold at 20¼c., but as extremes were included, and as that selection alone sold at 20¼c., the buffs in the trade in question are not figured at over 20c. Several dealers claim to have bids at 20c. for free of grub hides. No seconds were sold alone. These are quoted at 19c. last paid. The situation at outside points is steady at 19½@20c. paid delivered Chicago basis for all weights of reasonable hides. Extremes moved at 20¼c., several dealers moving about 15,000 back and current salting. The earlier hides were held for 21c., but best bids were at 20¼c. The compromise was effected by the bid rate being accepted and grubby hides included. A car of 25@60-lb. hides from an outside point sold at 20¼c. delivered, and another brought

20c. delivered, in addition to the two cars sold in this market at 20¼c., referred to above. Branded hides sold at 17c. for a car of choice country cows and steers. Regular country run of hides is quoted down to 16c. flat as to quality. Country packer branded hides range up to 19c. asked and last paid for best lots, including a large percentage of steers. Bulls were quiet, notwithstanding the heavy sales of packers, largely for Eastern account for working into carriage and harness leathers. Country bulls last sold at 15¼@15½c. Bids at 15½c. were subsequently declined, but are now solicited. Country packer bulls are quoted at 16@16½c. nominal for business as to quality.

CALFSKINS sold at the former top rate of 25c. for about 14,000 November and December packer skins. This clears out last year's slaughter. This year's goods are held firmly at 26c. by all packers. First salted Chicago city skins remain quiet at 23c. asked and last paid. Local stocks are small. Outside city skins last sold at 22½c., and there were reports current that some had moved as low as 22c., but this could not be confirmed. Country calfskins are quoted at 20½@21c. nominal; deacons are slow at 95c.@\$1.05 for business, and light calf at \$1.15@1.25 asked; inside rates bid for country run. Kipskins remained quiet. Local stocks are small and nothing is pressing on the market. Country skins last sold at 20½@21c.; cities last moved at 21½c.; packer skins last sold at 23c., but killers are now talking 23½c. for them along with light cows.

HORSEHIDES are very dull. Regular country run of hides is quoted at \$5@5.25 nominal and cities range up to \$5.50 for business in best described lots. Seconds are quoted at the usual \$1 reduction, with ponies and glues out at \$1.50@2 and coltskins at 50@75c. asked.

HOGSKINS are moving along steadily in small parcels as fast as accumulated to local buyers principally at 55@70c. for the regular country collection, with the rejected pigs and glues out at half price.

SHEEP PELTS.—A fair amount of business was recorded in packer skins this week. Numerous out of town buyers were here throughout the period. Early January sheep and lambskins sold at \$1.87½ for local slaughter, and late January kill here and at a good river point went at \$1.90. Two packers sold skins in salt and ahead to the end of the month at another river market at \$1.85. Country packer skins are quoted up to \$1.80, best paid for choice skins. Country varieties average \$1@1.50 as to quality. Dry Western pelts are slow at 16@17½c., owing to limited stocks. Outside asked for the best Montana skins.

Later.—Country market is irregular. Two cars of heavy cows at 19½c. There is a rumor of 6,000 buffs selling at 20¼c. But other buffs are available, ten days to two weeks shipment, at 20c. to 20¼c. One car of bulls brought 15½c. in bundle condition, and three cars of packed bulls sold at 15½c. Calfskins are strong. One collector moved his stock, but declined to divulge the price, which is thought to be 23½c., as he previously asked 24c.

Kansas City.

If it had not been for the unlooked for spurt in native bulls this week, trading would have been of very small volume, as the total sales are only about 35,000, of which fully 25,000 were native bulls. About 5,000 late November-December and January native steers sold at 23½c. All of the packers have plenty of January native steers unsold, and some of them a few December, which they are freely offering at 23½c., running probably 20 to 30 per cent. light at 1c. less. One of the Chicago packers sold February salting spready steers, one car stuck throats 23c., and a car of koshers at 23½c., which seems a little low compared with all of the New York packers cleaning up their February

salting koshers at 23c.; but the exception is that the Chicago hides were sold on the regular native steer selection, i. e., no narrows rejected, and the buyer takes them on sample grub selection instead of grubbing each hide, whereas the New York hides are sold to be strictly No. 1's, narrows to be rejected, which costs more money to deliver them on account of each hide having to be grubbed. About 3,000 November-December butt brands were sold at 21c., the buyer picking out the lightest average obtainable in order to get the advantage of the lights in them at 1c. less. The packers seem to think these November-December-January butt brands at 21c. are a decided bargain compared with native steers at 23½c. No trading reported in Texas hides, and fairly well sold up. A few heavies are obtainable at 20¼@20½c., but lights and extremes are practically all sold up to February 1 at 20c., and packers talking at least these prices for futures. In Colorado several of the packers are sold up to February 1, and the few that are unsold are held at 20@20½c., while the previous trading was at 19½c., and when the price was advanced trading stopped. What there was left of January salting heavy native cows were cleaned up at 23½c., amounting to about 10,000 hides, and this selection is now entirely cleaned up to February 1, with packers' views 23½c. for February 1 forward. In branded cows since the previous week's trading at 20c., and the week before that at 19½c., which cleaned up all packers to February 1 except one, this packer, who still has some November-December unsold from Southern points, is holding firm at 20¼c. The total trading in the West in native bulls will figure close to 30,000 hides, and some 5,000 to 7,000 were sold from New York City, and the trading basis was 17½c. for January-February-March, and 17¾@18c. for April-May-June in the West, while the New York hides being koshers sold at 17½c. for January to June. One or two cars November-December branded bulls sold at 16½c., that were by no means light average, but the buyer evidently took them in order to get whatever he could previously to the grubby season, although this will not deter packers from holding January 1 forward at 16½c. flat for grubs.

Boston.

The domestic hide market is fully as high and only small lots are being offered. At the same time tanners are buying close to their immediate wants. Ohio extremes are offered at 21c. for business, with dealers asking 21½c. Ohio buffs are quoted at 20@20½c. Ohios, 25 to 60's, quoted at 20¼c. The calfskin market continues quiet, with offerings light and tanners not actively interested in raw material. Little stock is coming forward from country points. New England dairies are quoted \$1; 9 to 12 have sold at \$2.70 in small lots, and 12 to 16 are quoted from \$2.90 up to \$3.20.

New York.

DRY HIDES.—The 25,000 Bogotas on hand are held by the importers at above the market prices. Receipts have been more plentiful lately. Over 93,000 Buenos Aires were imported for tanners' account. Twelve thousand Bogotas sold on a basis of 32½c. for Mountains; 10,000 Central Americans, 31½c.; 5,000 Orinocos, 32½c. About 4,000 Puerto Cabellos, 32c. Coast Mexicans quoted at 18@18½c. wet salted. Cities, 19c. Havana packers 19½@20c. Frigorificos 25c. asked.

CITY PACKER HIDES.—This has been a quiet week. A car of New York January kosher bulls sold at 17¼c. Last sale of spreadies was at 23c. Native steers and cows, 22½c. Butts 20@20½c. Colorados, 19¼c.

COUNTRY HIDES are quiet. Eastern Pennsylvania and New York buffs quoted at 20¼c. Extremes 20½@21c. Five thousand country bulls sold at private terms, and it is believed 15½c. was received. Small lots of New York State hides sold at 18@18½c. In car lots from ¼@¾c. more is wanted.

CALFSKINS.—The market remains quiet. New York City skins held at \$1.80, \$2.50 and \$2.90.

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, January 27.

Utter demoralization characterizes the cattle trade. Eastern order buyers are temporarily out of the market because for the time being the Federal Government has prohibited the shipment of any livestock from Chicago on account of the discovery of foot-and-mouth disease in several loads of cattle that were recently shipped from Chicago to Philadelphia, and thus the outlet is restricted to the local packers, as everything at the present time has to be killed in Chicago. The three days' receipts will total 36,500, which is practically the same as arrived during the same period a week ago. We had a slow, steady trade on Monday; Tuesday's market was 15@25c. lower because of the elimination of the Eastern order demand, and Wednesday's market was lower. Values can safely be quoted anywhere from 35@50c. lower than a week ago, with the outlook weak for the near future.

Because of the restricted outlet the butcher stuff market, like the steer trade, is a very slow proposition, with values anywhere from 25@40c. lower than a week ago, the decline of course being caused by the liberal receipts combined with the fact that for the time being Eastern order buyers are out of the trade; consequently the only outlet are the packers at Chicago.

Regardless of the ultimate outcome of the hog trade, conditions at the present time are abnormal. Corn going up and hogs going down can only have one result, namely, a free marketward movement, and on Monday of this week we had 48,000, on Tuesday 45,000 and today (Wednesday) the receipts are estimated at 50,000, making a total of around 143,000 hogs for the first three days of the week. The supply has been liberal at the other markets as well, and the Eastern shipping demand is temporarily suspended because of the discovery of several cases of foot-and-mouth disease in shipments of hogs and cattle from Chicago to the East, and as a consequence it is entirely a packers' market, as everything arriving has to be killed in Chicago for the time being, and even the capacity of the big packing outfits has its limit, especially in view of the fact that the fresh meat trade is rather slack and all of the packers are "loaded to the guards" with provisions. Eastern buyers have plenty of orders and are clamoring for hogs, which will mean a sharp recovery in the market as soon as the Federal Government permits the resumption of Eastern shipments, but for the time being Chicago is overwhelmed with a deluge of hogs, and the trade is anywhere from 30@50c. lower than the first week, with the bulk selling \$6.45@6.55.

Sheep and lambs are feeling the effects of shutting off the shipping demand. Monday's and Tuesday's receipts being very light, were only sufficient for the local requirements, but with supplies estimated at over 25,000 nothing is being done up until a late hour Wednesday, and indications point to a decline of 15@25c. per cwt. as compared with Tuesday. The shipping demand of late has been a very important factor, and taking it away removed the main prop from the market. We quote: Good to choice lambs, \$8.50 @8.75; poor to medium, \$8@8.25; culls and common lambs, \$7@7.50; good to choice light yearlings, \$7.50@7.85; heavy yearlings, \$7@7.25; good to choice wethers, \$6.60@6.85; good to choice ewes, \$6@6.35; poor to medium, \$5.50@6; culls and common ewes, \$4.25 @4.75.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., January 27.

Cattle receipts for the week amounted to 16,300 head, which included 4,500 head on the Southern side of the market. The cattle supply for the week is not large, and as the Eastern meat market has shown improvement the clearances have consequently been prompt. A decided advance is shown on the best grades, particularly in beef cattle for the week; \$9.25 was paid today for some fancy yearlings and a number of sales at \$8 @8.75 were made on good heavy beefs. Butcher stock and cows and heifers have remained on a steady basis. Good heifers are going to scale at \$8.50. The bulk of the medium kinds, of which there is a large percentage, range from \$7.75@8.25. Seven cents was paid this week for good cows, the bulk ranging from \$5@6.25. Fed steers from Texas and Oklahoma are coming in increasing volume. A train of 1,057-lb. Texas steers was sold yesterday at \$7. They looked like good killers, but could have carried more weight to advantage. The top for the week on the Texas side was made on Friday, when a train of 15 loads from south Texas, averaging 1,245 lbs., brought \$7.75. They had good weight, but were rough. Another train on Monday weighing 1,095 lbs. brought \$7.25. These offerings are in demand and bring quick sales.

Hog receipts were 53,000 this week. The hog market for the week has been more or less uneven. It is closing on a somewhat stronger basis than it opened. The top today is \$7.05, made on light hogs. Mixed and butchers and good heavies range from \$6.65 @6.90. The bulk of all sales are within these same figures. Hogs just now ranging from 80 to 150 lbs. seem to have the call. They are the favorite weight for the shippers. While heavy hogs have sold somewhat slower than the light weights, yet the market generally has been active and clearances excellent.

Sheep receipts for the week amounted to 15,300. The sheep market has shown a steady and decided advance this week. The demand is excellent in all grades. Muttons are quoted at \$4.75@6, and they can be good enough to bring more money. Yearlings, of which the supply is not overabundant, range from \$7@7.75. Lambs topped the market for the week yesterday at \$8.85. They were Western fed stock, and were strictly prime. The only soft spot in the market today is on this grade. Good lambs are now going to scale at \$8.60, and the bulk of the sales are close to this figure. Clearances excellent.

OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., January 26.

Receipts of cattle continue fairly liberal, and about on a par with last year. Quality of the offerings, however, is markedly inferior to former seasons, that is, the proportion of well finished cattle is small and the big bulk of the receipts seem to be on the short fed or warmed up order. Fortunately there is no very urgent call for the choice, heavy, cattle or they would be selling out of sight. Demand for beef of all kinds is far from normal, and the general trend of values has been downward for some time. If it were not for the surprisingly vigorous competition from the feeder buyers for the corn fed cattle trade would be slower and prices lower than they have been. As it is values are all of 15@25c. lower than they were a week or ten days ago. Choice 1,600-pound beefs sold up to \$8.20 today, but the big bulk of the fair to good 1,000@1,300-pound

(Continued on page 37.)

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, January 26.

Receipts of cattle are moderate this week, and the market seems to be getting on a better basis for sellers. Killing cattle sold strong to 10c. higher yesterday, some sales of stockers and feeders 15c. higher, and heavy beef steers, which have been the weakest selling item on the list, closed 10@15c. higher today. There was some excitement among traders today because of the new order from B. A. I. agents closing Chicago to outbound shipments. This order will throw orders for livestock for the Eastern killer, heretofore filled at Chicago, to other markets, especially to Kansas City, because of the larger supply here. Some good native steers brought \$8.50 here today, bulk of the steers \$7.40@8.25, most of the good cows around \$6, good heifers \$7.25@8, top veals \$10.50. Quarantine receipts are very light, and not very good quality, steers this week selling at \$6@7.05. Stock steers are strong today, largely at \$6.60@7.35, some good New Mexico yearlings at \$7.85, and choice native yearlings at \$8, feeders steady, at \$7@7.75.

Hogs sold 10c. lower today, receipts 19,000 head. Chicago went to pieces after the order was made closing that market, and trading here was influenced by uncertainty in the situation. Top here \$6.70, bulk \$6.55@6.65, bulk in Chicago \$6.50@6.80. Order buyers bought hogs more freely this week, and the new order at Chicago will, of course, enlarge that branch of the trade very much. Quality of hogs is very goods, and average weight last week was 206 pounds, six pounds above previous week's average, and heaviest in any week for several months.

Sheep and lambs sold 15@25c. higher today, receipts 9,500 head. Several lots of lambs brought \$8.60, and the good ewes sold at \$6@6.20, some wethers at \$6.50, yearlings \$7.60. These prices are all considerably above recent levels, the advance being due to light supplies around the market circle. Outside of ordinary fluctuations, strong prices should be the rule at the sheep house.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 23, 1915:

CATTLE.

Chicago	32,000
Kansas City	16,872
Omaha	10,733
St. Joseph	5,721
Cudahy	472
Sioux City	5,066
South St. Paul	3,814
New York and Jersey City	6,602
Fort Worth	6,332
Philadelphia	2,693
Pittsburgh	1,225
Denver	914
Oklahoma City	3,535
Cincinnati	2,345

HOGS.

Chicago	157,971
Kansas City	41,173
Omaha	33,951
St. Joseph	28,337
Cudahy	27,443
Sioux City	22,038
Ottumwa	15,900
Cedar Rapids	20,952
South St. Paul	36,030
New York and Jersey City	31,907
Fort Worth	9,200
Philadelphia	7,526
Pittsburgh	11,416
Denver	6,414
Oklahoma City	10,578
Cincinnati	15,711

SHEEP.

Chicago	58,094
Kansas City	28,295
Omaha	32,883
St. Joseph	14,689
Cudahy	300
Sioux City	4,855
South St. Paul	2,807
New York and Jersey City	13,882
Fort Worth	2,584
Philadelphia	6,253
Pittsburgh	3,494
Denver	2,658
Oklahoma City	331

ICE AND REFRIGERATION

NEW CORPORATIONS.

Pekin, Ill.—O. Koch, H. B. Koch and W. E. Schurman are the incorporators of the W. A. Bolel Ice Company, to cut, store and deal in ice. Capital stock, \$32,000.

Ridgewood, N. J.—The Belmar Spring Water Company, Inc., has been incorporated with a capital stock of \$50,000 by D. M. Coyle, W. M. Coyle and W. G. Finley, to deal in spring water, ice, etc.

Nashville, Tenn.—The Auto Cold Storage Company has been incorporated by C. C. Norton, Wm. Peake, John N. Murphy and others to manufacture device for cold storage purposes in small plants and in homes. Capital stock \$100,000.

ICE NOTES.

Clarksdale, Miss.—It is reported that the Holland Ice Company will enlarge their plant.

Kresgeville, Pa.—Smith & Sons' creamery has been destroyed by a fire of unknown origin.

Fergus Falls, Minn.—It is reported that J. W. Campbell is contemplating erecting a plant for the manufacture of ice.

Biloxi, Miss.—The Sea Food Company is contemplating the erection of an ice plant with a capacity of 25 to 40 tons.

West Palm Beach, Fla.—A franchise has been granted to the Florida Utilities Company, to establish a 20-ton ice plant.

Martin, Tenn.—A company has been organized by S. H. Hall, G. S. Knox and W. T. Murphy to build a creamery at this point.

Mobile, Ala.—The City Ice Company has let a contract for the cold storage insulation for 100-ton ice plant and ice storage rooms.

Memphis, Tenn.—An ice storage plant to cost about \$3,000 will be built by George H. Guthrie at Central avenue and Blythe street.

Ocala, Fla.—The Mo-Cola Bottling Company will install equipment to manufacture ice cream. E. F. Newport, of East Lake, Fla.; R. E. O'Farrell, of New Orleans, La.,

and others are the organizers of this company.

Portsmouth, Va.—An ice and cold storage plant will be built by Isaac Fass. The ice factory is to have a daily capacity of 25 tons for icing purposes and 20 tons for cold storage. It is estimated that the cost will be about \$25,000.

Conway, S. C.—The Quattlebaum Light and Ice Company, which was recently incorporated with a capital stock of \$30,000, have consolidated the Conway Light and Power Company and the Quattlebaum Ice Company. Paul Quattlebaum is president.

Ringling, Okla.—Work on the ice and light plant at Ringling, which is being installed by the Ardmore Ice, Light and Power Company, is progressing rapidly, and it is expected that the plant will be ready to manufacture ice by the time warm weather arrives. Sufficient artesian water to run the plant was found at a depth of 390 feet.

WHAT MANAGERS SHOULD KNOW ABOUT MECHANICAL EQUIPMENT.

By Walter J. May, New York City.*

In preparing this paper, I have necessarily based my theories on the assumption that the average manager of the average ice plant is neither an engineer nor a mechanic. While there may be exceptional cases in which the engineer in charge is also the manager, as a general rule, the assumption mentioned above holds good. Nevertheless, a man to be an efficient manager must have first of all at least a general knowledge of the functions of each and every generator, whether steam, electric or whatever it might be, and each and every prime mover in the establishment over which he has control. If he does not possess such knowledge, he should acquire it at once.

In these days a liberal education along this line may be attained theoretically at least by a careful, thoughtful and systematic

*A paper read before the annual meeting of the Eastern Ice Association, Washington, D. C.

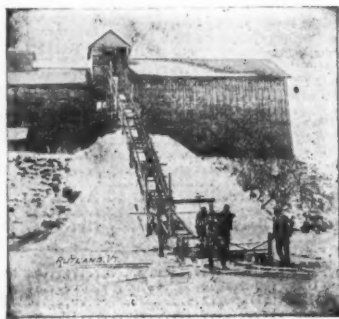
study of the really first class books dealing with every phase of mechanics and mechanical equipment. Suggestions as to what books may be profitably read will undoubtedly be given by almost any engineer or master mechanic. I say "cheerfully" because I honestly believe that any operating engineer would sooner deal with a manager or an owner who knows what he is talking about when discussing the power end of his plant, than one who is totally ignorant, and must depend on what his engineer tells him. For this reason alone, Mr. Manager, I believe that your engineer would be more than glad to help you acquire the necessary knowledge, if only for his own sake. Try him and see.

Assuming, however, that a manager has the necessary knowledge, it would seem next in order that he should know just what the mechanical equipment of his plant is capable of doing. Whether it will, when running at a normal speed, produce the rated capacity of the plant. If he finds that in order to produce results, every compressor, pump and engine in the place is being forced to more than its maximum speed, he can expect trouble from the season's start to its finish, and while by good luck and good engineering management he may not get it, he must always be in an expectant mood. Being in this frame of mind, the trouble when it does come won't bump him quite so hard.

He should know enough under these circumstances to see that the plant is kept up to its highest point of efficiency, and discrimination between careful, conscientious help and careless, incompetent help in the power house is a vital necessity. Good help, like good coal, oil, ammonia, etc., costs more undoubtedly, but undoubtedly it gives more. A good manager will readily understand that co-operation between himself and the man in charge of the mechanical end will produce much greater and better results than a relation of mutual distrust and friction. Therefore it behooves a manager to be a good mixer; that is, within limitations.

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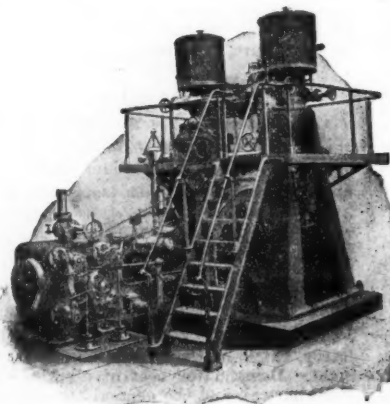


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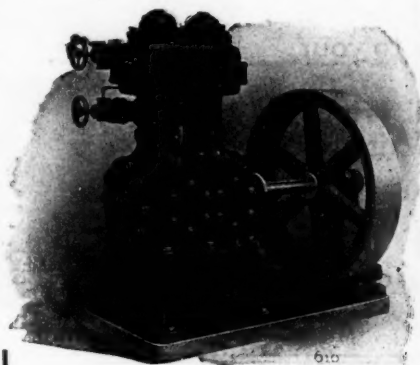
HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.

Another thing a manager should know, and one that is vitally important to the success of his plant, is the matter of cost. He may not always be able to control the selling price of his product; that necessarily will be influenced by local conditions, but he can and should be able to control the cost of production. I do not mean by this that he should supply the cheapest kind of mechanical equipment, the cheapest grade of oil, or inferior supplies—that is false economy; neither do I mean that he should try every new device or accessory that is offered to him—this is expensive; but I do mean that he should try to reach that happy medium where he is giving the mechanical end the best to be had at the lowest possible cost. It may take some shopping to do this, but it can be done, and it pays. A system of daily reports from the engine room will be an invaluable aid and should be one of the most important details of the day's work.

As I have said before, co-operate—give your chief and his assistant your confidence; consult with them. They probably know more about their end of it than you do; if they didn't, they wouldn't hold their jobs. If they are the right kind of men they will readily recognize that your interests are their interests, and they will take care of both; if they are not the right kind of men it won't take you long to find it out, and then it is up to you to find the right ones. Study your own plant, visit around; make yourself neighborly and study other plants; make comparisons, deductions, and all the time be storing your think-tank with knowledge. You can't have too much, and it's a very easy load to carry.

Another thing, weather conditions. While, theoretically, they should not affect the manufacture of ice, as a matter of fact, they do make all the difference in the world. I am speaking now of the conditions as they prevail during the four or five summer months, or the real ice making season. During clear, dry weather, everything will be sailing along, as nice and smooth as can be, when the weather will change, and you will get a spell of muggy, humid days and nights, and everything will act different. The ammonia will stay up in the condensing coils, it will not equalize right and come back to the receiver, and part of the time you may be feeding a certain amount of gas to your expansion coils. Then again you find yourself short of ammonia over night. You must let up on your ice pull in order to hold the temperature in

WATCH PAGE 48 FOR BARGAINS



York Refrigerating Machines

are made in a plant devoted exclusively to the manufacture of Ice-Making and Refrigerating Machinery and Supplies. This fact alone has aided us in selling many Y O R K Plants.

They are well designed, built by expert workmen, and in actual service have demonstrated their superiority in every way.

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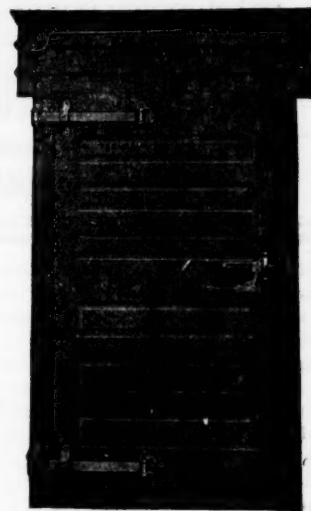
Hence we are able to advise you without prejudice as to the equipment best suited to meet your requirements.

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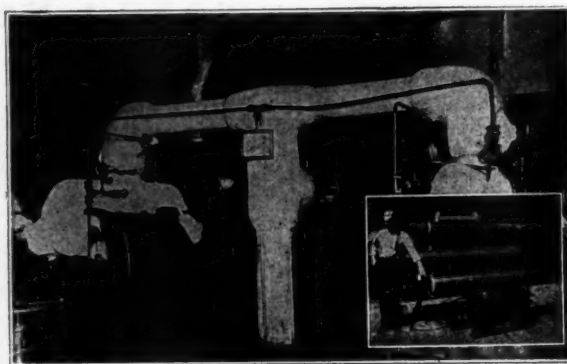
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your brine tank. This is due to atmospheric changes. All this time, if you don't know what to expect, you might think something was wrong with your outfit.

In regard to the never-ceasing problem of cost, it will be found that as the weeks roll round and the end of the season approaches, the coal pile will diminish with increasing rapidity and the ash pile increase in about the same ratio. The causes for this may be found in the fact that as the boiler tubes get a little dirtier and become more heavily encrusted with scale each day, they take a correspondingly greater amount of fuel to evaporate the necessary amount of water. Also, the boiler will settle a little here and there and air leaks will do their little bit to help increase the coal consumption. In an ice plant, running as it does from eight to ten months of the year at full capacity, without the opportunity of shutting down, this is perhaps inevitable and should be taken into consideration. "Cleanliness," they say, "is next to godliness," and while we can't expect to have godliness in an ice plant, we should insist and insist very strongly on having cleanliness, especially where ice is concerned. Dirt in ice generally comes from carelessness; still, some poor ice is due to other causes, such as poor filters, air leaks, freezing at too low a temperature, starting and stopping the plant, and from leaky steam condensers. The worst part of this is, you do not know about it until you get the bad ice. So watch out!

Ammonia! He will also find that this item is very vexing, there being so many different conditions under which it has to work. Each plant is built different from the other; each

place will have a different brand of troubles. Some blame the ammonia, when the trouble is with the installation. In fact, I honestly believe most of the trouble is caused by the failure of the builders to install the plant as they know it should be (for reasons better known to themselves). This, of course, has nothing to do with leaks which will develop from time to time, due to temperature changes. A whole paper could be written on this subject alone.

A HOG CHOLERA REMEDY TRICK.

The attention of the Bureau of Animal Industry of the United States Department of Agriculture has been called to the fact that the makers of a medicine sold as a hog cholera remedy are misusing government figures of the results obtained by Federal agents by the use of anti-hog cholera serum, as evidence of the efficacy of their medicine.

In several magazines there have appeared reading notices in which there are statements that this medicine has resulted in saving many hogs from hog cholera in Pettis County, Missouri; Montgomery County, Indiana, and Dallas County, Iowa. The figures given to indicate the results are exactly those reported to the Department by its agents as showing the use and effect of anti-hog cholera serum in sick herds.

For example, the government figures on the use of serum, which are misused in this way by the medicine concern, are as follows:

Pettis County, Missouri, hogs in infected herds treated, 5,904; hogs lost, 1,038.

Montgomery County, Indiana, number of sick hogs in infected herds treated, 4,562; hogs lost, 894.

Dallas County, Iowa, number of sick hogs

in infected herds treated, 5,686; hogs lost, 1,998.

It is scarcely possible that any remedy could have been used on identically the same number of hogs and with exactly the same results as the anti-hog cholera serum. On this point the inspector in charge in Pettis County, Missouri, states: "As far as we are able to ascertain none of this remedy has been used in Pettis County." Farmers and others, therefore, are warned not to confuse this "remedy" with the anti-hog cholera serum which is the one method of treatment used by the Federal Department of Agriculture.

WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up; and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market, and it costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

FOR PURCHASING DEPARTMENTS

AMMONIA ACCIDENTS AND RELIEF.

Accidents in ice manufacturing or refrigerating plants in which ammonia has caused serious injury have been extremely few, and while statistics are not available it is a safe assumption that such accidents are in number far below the toll of injuries due to accidents in the steam, electrical or other mechanical portions of such plants.

It is a fact, however, that ammonia has received credit for a great many injuries sustained by operators of refrigerating machinery, whereas in reality such injuries have been directly attributable to other causes. The reason for this requires no deep seeking—newspaper sensationalism.

An accident occurs in the boiler room or engine room of a refrigerating plant and some poor fellow is injured. As the result of such accident an ammonia pipe may be ruptured and the fumes, spreading, reach the ever-receptive nose of the newspaper reporter, who by now is on the scene. Immediately his imagination, stirred by the none-too-delicate fumes of ammonia, rushes to his pencil, and the accident and resulting injuries are written down as due to ammonia explosion, ammonia suffocation or what not, when the cause was entirely different.

That there occur ammonia accidents, or that there is always the possibility of their occurrence, would be futile to deny. So it is always well to be prepared for their occurrence, not only by careful watch over the plant itself, but by keeping on hand in a conspicuous place directions as to how to proceed in case of such accident.

Having in mind the need of having such directions as applied particularly to relieving the suffering and aiding in the recovery of victims of any ammonia accident, the National Ammonia Company have gotten out an "ammonia accident card" containing suggestions for simple emergency relief. This card is nine by fourteen inches in size, and is equipped with a brass eyelet hole to permit its being readily hung in the engine room or such other portion of the plant as might be desirable.

These cards are for gratuitous distribution and may be procured by addressing The National Ammonia Company at either their St. Louis, Mo., Philadelphia, Pa., or New York City offices. The suggestions as given on the card follow:

For the eyes:

First—Pour a 1 per cent. solution of pure boric acid into the eyes, instructing the patient to open and close the lids rapidly to bring the solution in contact with the entire inner surface. Use freely, as the solution is not dangerous.

Second—After thoroughly washing the eyes, place a small quantity of clean, plain vaseline under the lids, by pulling down the lower lid and applying the vaseline with a match-shaped piece of wood, having smooth, rounded ends.

For the skin:

Apply lint or linen or washed muslin dripping wet with Carron oil, changing dressing frequently. (By keeping lime water and linseed oil separately a fresh solution may be prepared each time by mixing thoroughly equal parts of the two ingredients.)

For nose and throat, if inhaled:

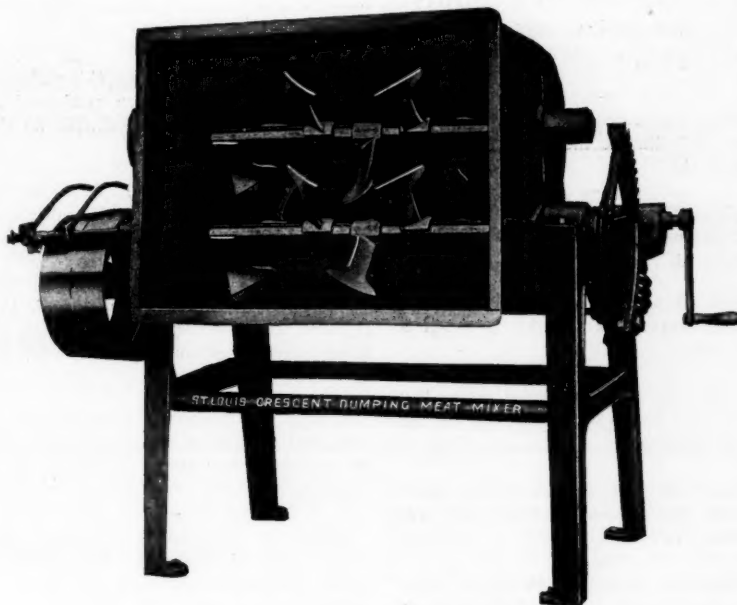
Dip a handkerchief, or a piece of gauze, folded once, in vinegar, wring out lightly and lay loosely over nose and mouth. If liquid ammonia has entered the nose, snuff up some diluted vinegar and apply sweet oil with a chicken feather to inner surface of nostrils.

If ammonia has been swallowed:

Administer diluted vinegar or have the patient suck orange or lemon juice in liberal quantities, and follow up with one to four teaspoonfuls of sweet oil, milk or the whites of three or four eggs and ice. If vomiting is present, aid it by giving liberal draughts of lukewarm water.

NEW BRECHT MEAT MIXER.

The Columbus Packing Company of Columbus, Ohio, have recently added a new large meat mixer to their sausage room equipment. This mixer is direct-connected to a motor which sets on a frame fastened to side of the machine. The mixer is doing splendid work, and is a credit to their well-equipped sausage department. It is called the St. Louis "Crescent" Dumping Meat Mixer, and is one of the new mixers put out by The Brecht Company of St. Louis. It has many fine features, among them being the self-dumping arrangement, the interchangeability of all parts, the perfect mixing and blending ar-



THE NEW BRECHT DUMPING MEAT MIXER.

General information:

Ammonia gas is lighter than air, and being released rises. Therefore, in case of accident, keep your head as low as possible.

On going to the rescue of one overcome by ammonia gas keep near the floor and place a wet sponge or cloth over the mouth and nostrils. Water will absorb the gas and prevent its inhalation.

Keep the following supplies on hand in a clean and easily accessible cabinet:

A 1 per cent. solution of pure boric acid.

One bottle clean, plain vaseline.

One package surgeon's lint or muslin.

One package plain gauze.

One pint best quality vinegar.

One pint sweet oil.

One pint Carron oil (linseed oil and lime water, equal parts).

HIDES FROM ARGENTINA.

The United States took more than half of the hides shipped from Argentina during the first 11 months of 1914, according to figures published in December. Shipments of hides were as follows: United Kingdom, 148,559 hides; United States, 1,236,444; France, 6,747; Germany, 428,276; Belgium, 202,057; Italy, 8,624; other countries, 33,417; total, 2,064,124.

Are you on the lookout for good business opportunities? Watch page 48.

range and many other sanitary features.

The mixer is built along new lines, and is said to be different in design and action from all other meat-mixing machines on the market. The mixing wings are so designed and placed on the revolving shaft that they give the meat a thorough mixing, working it into a uniform dough. Each set of flights brings the meat to the center of the hopper, one set lifting it up, the other set bearing it down.

The hopper is built low, making it easy to fill, and is made so that it can be easily tilted while the mixing shafts are still in motion. The meat then falls into a truck run alongside of the machine. There are no slides on the bottom of the hopper or any other place where the meat can be caught and held. The tilting is done by a hand lever, making the machine easy to dump when the hopper is full of meat. In like manner it can be washed while running.

The mixer is built rigid and strong, the frame being made of cast iron and the hopper of boiler plate, reinforced with an angle iron around the top. All parts are numbered, and are interchangeable. The whole machine is built to withstand the hardest and longest service. It is built in three standard sizes, 400 pounds, 700 pounds and 1,000 pounds, respectively.

Chicago Section

Board of Trade memberships are selling at \$2,500 net to the buyer.

Feeding a guy through a silver tube might be called tubercular consumption.

Barney Pshaw, the Pankhursts and similar persons just love America—n dollars.

Drowning sorrow is much the same as drowning a cat—it will come back, sure as mice!

If you want anyone murdered, hire a woman to do the job. She'll get off easy and clear.

The Japanese-United States war is still in abeyance, according to the best authorities—Hobson et al.

British and French are active in the horse market, paying from \$175 to \$200 per head for their kind.

Farmers are fast becoming captains of industry, and they seem to take to it like a duck to water.

It is high time this hyphenated nationality stuff was cut out. Be either one or the other, or nothing!

Sticking Harry Thaw back in the band-house only goes to prove that he must have some money left yet.

Just who and where is the spy of some foreign country in your immediate vicinity?—and that's no joke!

The Tosetti Brewing Company is bankrupt. When a brewery blows up we may expect almost anything!

"Be sure you're right, then go ahead!" has

nothing to do with speculating, because there's nothing "sure" to it.

The automobile bug is busy, with the result that there will be more people than ever riding around in mortgaged houses!

Some of the muffs the women tote around would make dandy sleeping bags for tired, cold, worn-out soldiers at the front.

The topmost rung of the ladder is frequently a precarious position. And if you slip, it's a long, hard fall. Going down!

The time is ripe to cut out this party stuff and work for the common good, and this time it looks like being conducted on those lines.

They rank about thusly: Husband, benedict, ex-bachelor and Mrs. So-and-so's sixteenth. And then they holler: "Get married!"

Who the devil perpetrated the G. O. P. elephant and the Democratic jackass, anyhow? They're getting homelier every day, at that!

Millers are beginning seriously to contend that we face a big shortage of wheat, and evidently they have good reasons for the statement.

Shipments of livestock from the Yards were suspended Tuesday. This quarantine is not expected to last but a few days, or a week at most.

High corn, and it does not seem likely that it will go lower, is forcing hogs to market. Livestock coming in are not "finished" nearly as well as they might be.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, January 23, 1915, averaged as follows: Domestic beef, 10.31 cents per pound.

So far it would appear that none of the nuts have succeeded in getting President Wilson's nanny; nor William J.'s either, even if they did swipe his llama.

There are operators and farmers who feel confident that wheat will reach \$1.75 if not \$2 per bushel. Corn doubtless will follow up accordingly, they also claim.

"The whisky without a headache" is one, and now comes another, "The whisky with a kick in it." The latter should read "The whisky with a 'kick-in' in it."

Looking the thing over calmly, being neutral ain't so worse after all. And then again—jingoes to the contrary notwithstanding—what do we want to mix in for?

One idea of security is to take a nice comfortable "lower" in an old wooden coach protected by a solid steel coach ahead and another in the rear. Yawss, it's a cinch!

"Promises unfulfilled" is a bad dream for the incumbent candidate. Polish up the old ones and get out the new is about all he can do to ease his mind—and pray they'll go over!

It wouldn't be a bad idea to call Cramp into this naval defense argument, and put it up to Cramp without any strings attached. They all seem to get away with this "bull" stuff, somehow.

Now the packer is censured for even selling meats! What the dickens do they want him to do with the stuff—frame it? Who, with malice aforethought, would want to be a packer, anyhow?

"Mercy!" "Goodness gracious!" and similar ejaculations don't sound right, anyway, and speculatively if co'd up by a supposed female. After such a bizness, who wouldn't want to go to a prize fight or take a wallop at a cop?

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**POSTAL TELEGRAPH BUILDING
CHICAGO.**

If Italy goes to war, what are we going to do for hewers of wood and drawers of water, banana, fruit and popcorn peddlers, shoe shiners and paper vendors. And lastly, who will garner the shekels in the cloak room? But he'll stick, that's a cinch!

All kinds of candidates for mayor, and a whole raft of promises, no doubt, of the same old breakable kind. Wonder some of 'em wouldn't get up a few non-breakable. However, what's the use, where the voter swallows the same old dose every time?

The main issue with both Sweitzer and Harrison evidently is to make everybody believe they are Germans. What is the matter with being American, anyhow, considering the fact they both want to be mayor of the second largest, and in some ways the largest, city in America? And then again, no one but an American can hold the office.

Perhaps twenty-five years from now, or later, and for years thereafter, homeless and

friendless girls will inwardly thank William G. Maul, head of the packinghouse products commission firm bearing his name, who died December 22. His will, filed for probate last week, provides that the bulk of the estate, now valued at \$46,000, shall be invested, after the death of his widow, until it reaches a total of \$100,000. Then the \$100,000 is to be given to any Illinois institution founded for the support and maintenance of needy girls to prepare them to earn a living. The institution is to be selected by the executor and trustee, the Continental & Commercial Trust & Savings Bank. In the event that there is no such institution when the \$100,000 mark has been reached, the will directs that one shall be founded, to be known as the "Florence Maul gift."

OMAHA LIVESTOCK MARKET.

(Continued from page 31.)

beeves sell around \$7.35@7.85, the common to fair warmed up and short fed grades sell-

ing from \$6.50@7.25 and on down. Cows and heifers have sold off fully as much as the fat cattle, and the demand for them is decidedly slack at this time. Poor to prime she stock is moving at a range of \$3.50@6.50, with the bulk of the fair to good butcher and beef stock at \$5@5.75. Veal calves are in active demand and firmly held at \$7.25@9.25, and there is a very fair outlet for bulls, stags, etc., at steady prices, \$5@6.75.

Hogs have been working toward a lower level, and prices are the lowest of the season. Receipts are running much the same as at this time last year, but the outlet for the pork is not so broad, and both local packers and shippers take a rather bearish view of the trade. They insist that they must get the hogs still lower before they can take a chance at filling their cellars. Shipping demand for hogs has not been so brisk from the East, as Eastern hogs are being marketed freely at this time. Weight cuts very little figure now, and the big bulk of the decent quality hogs sell within a very narrow range. There were 18,000 hogs here today, and prices were a dime lower. Tops brought \$6.60, as against \$6.80 last Tuesday, and the bulk of the trading was around \$6.50 @6.55 as compared with \$6.65@6.75 a week ago.

Business in sheep and lambs has been exceptionally erratic. Last week's decline was followed by a 40@50c. advance in two days this week, and the demand from both packers and feeder buyers is decidedly vigorous, with receipts of only moderate proportions. The trade is decidedly nervous in anticipation of very short receipts a little later in the season. Fat lambs are selling at \$8.25@8.65; yearlings, \$6.80@7.50; wethers, \$6@6.50, and ewes at \$5.60@6.10.

CHICAGO LIVE STOCK

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 18.....	10,073	807	31,241	8,160
Tuesday, Jan. 19.....	4,309	1,631	25,438	3,925
Wednesday, Jan. 20.....	15,729	1,394	57,842	10,518
Thursday, Jan. 21.....	4,724	1,121	45,596	23,565
Friday, Jan. 22.....	1,416	208	28,181	14,579
Saturday, Jan. 23.....	105	6	9,636	1,191
Total last week.....	42,354	5,257	197,934	61,956
Previous week.....	55,782	7,130	196,143	131,344
Cor. time, 1914.....	33,546	6,422	184,335	111,008
Cor. time, 1913.....	52,258	6,691	198,127	95,951

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 18.....	2,911	65	7,225	635
Tuesday, Jan. 19.....	973	80	4,508	195
Wednesday, Jan. 20.....	3,409	118	9,638	...
Thursday, Jan. 21.....	2,400	66	8,933	867
Friday, Jan. 22.....	521	3	7,692	1,199
Saturday, Jan. 23.....	...	...	1,947	986
Total last week.....	10,354	332	39,963	3,562
Previous week.....	13,954	506	33,277	16,251
Cor. time, 1914.....	20,903	372	31,279	22,034
Cor. time, 1913.....	21,338	595	80,159	15,415

CHICAGO TOTAL RECEIPTS LIVESTOCK.				
	Cattle.	Calves.	Hogs.	Sheep.
Year to Jan. 23, 1915.....	151,791	704,521	315,024	...
Same period, 1914.....	165,374	583,052	377,977	...
Combined receipts of hogs at eleven points:				
Week ending Jan. 23, 1915.....	...	...	581,000	...
Previous week.....	...	...	614,000	...
Cor. week, 1914.....	...	...	569,000	...
Cor. week, 1913.....	...	...	649,000	...
Total year to date.....	...	...	2,200,000	...
Same period, 1914.....	...	...	1,982,000	...
Same period, 1913.....	...	...	1,972,000	...

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:				
	Cattle.	Calves.	Hogs.	Sheep.
Week to Jan. 23, 1915.....	134,800	391,300	163,900	...
Week ago.....	152,000	408,200	274,400	...
Year ago.....	133,500	417,200	249,100	...
Two years ago.....	143,100	490,500	228,800	...
Combined receipts at six markets for 1915 to Jan. 23 and same period a year ago:				
Cattle.....	446,000	...	429,000	...
Hogs.....	1,457,000	...	1,351,000	...
Sheep.....	704,000	...	814,000	...

CHICAGO PACKERS' HOG SLAUGHTER.				
Week ending January 23, 1915:				
Armour & Co.....	...	...	25,900	...
Swift & Co.....	...	...	13,400	...
S. & S. Co.....	...	...	15,400	...
Morris & Co.....	...	...	16,600	...
Hammond Co.....	...	...	8,300	...
Western P. Co.....	...	...	13,100	...
Anglo-American.....	...	...	21,700	...
Independent P. Co.....	...	...	13,300	...
Boyd-Lunham.....	...	...	10,200	...
Roberts & Oake.....	...	...	6,200	...
Brennan P. Co.....	...	...	5,800	...
Miller & Hart.....	...	...	4,000	...
Others.....	...	...	22,300	...
Totals.....	...	...	176,200	...
Previous week.....	...	...	191,500	...
Cor. week, 1914.....	...	...	152,900	...
Cor. week, 1913.....	...	...	176,300	...
Total, 1915.....	...	...	661,000	...
Total, 1914.....	...	...	550,300	...

WEEKLY AVERAGE PRICE OF LIVE STOCK.				
	Cattle.	Calves.	Hogs.	Sheep.
This week.....	\$8.15	\$6.90	\$5.75	\$8.20
Previous week.....	8.20	6.80	5.60	8.30
Cor. week, 1914.....	8.55	8.40	5.55	7.80
Cor. week, 1913.....	7.80	7.50	5.70	8.85
Cor. week, 1912.....	6.70	6.23	4.25	6.35
Cor. week, 1911.....	6.15	7.74	4.00	5.90

CATTLE.				
Steers, good to prime.....	\$8.00@	8.50	...	...
Steers, fair to good.....	7.00@	8.25	...	...
Yearlings, good to choice.....	8.00@	9.10	...	...
Inferior steers.....	7.00@	7.65	...	...
Medium to good beef cows.....	5.00@	5.90	...	...
Stock cows.....	4.50@	5.25	...	...
Fair to choice heifers.....	5.00@	5.75	...	...
Stock heifers.....	4.50@	5.35	...	...
Good to choice cows.....	5.00@	6.50	...	...
Common to good cutters.....	4.00@	4.75	...	...
Fair to good cutters.....	3.00@	4.50	...	...
Butcher bulls.....	6.00@	6.75	...	...
Holsteins.....	5.50@	6.10	...	...
Good to choice calves.....	9.00@	10.50	...	...
Heavy calves.....	6.50@	9.00	...	...

HOGS.				
Fair to fancy light.....	\$7.00@	7.15	...	...
Prime light butchers, 200 to 250 lbs.....	6.90@	7.10	...	...
Prime med. weight butchers, 250@270 lbs.....	6.75@	7.00	...	...
Prime heavy butchers, 270 to 280 lbs.....	6.70@	6.90	...	...
Heavy mixed and packing.....	6.60@	6.80	...	...
Heavy packing.....	6.50@	6.75	...	...
Pigs, fair to good.....	5.50@	7.15	...	...
*Stags.....	6.75@	7.00	...	...

SHEEP.				
Native ewes.....	\$4.50@	6.00	...	...
Native wethers.....	5.00@	6.50	...	...
Western ewes.....	4.75@	6.10	...	...
Western wethers.....	5.50@	6.75	...	...
Western yearlings.....	6.25@	7.75	...	...
Native yearlings.....	6.00@	7.65	...	...
Native lambs.....	7.50@	8.65	...	...
Fed western lambs.....	7.75@	8.75	...	...
Bucks.....	5.00@	6.75	...	...

CHICAGO PROVISION MARKET

Range of Prices.				
SATURDAY, JANUARY 23, 1915.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	18.32½	18.32½	18.32½	18.32½
May.....	18.92½	18.92½	18.92½	18.92½
July.....	19.17½	19.17½	19.17½	19.17½
LARD—(Per 100 lbs.)—				
January.....	10.67½	10.67½	10.67½	10.67½
May.....	10.87½	10.87½	10.87½	10.87½
July.....	11.02½	11.02½	11.02½	11.02½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.92½	9.92½	9.92½	9.92½
May.....	10.32½	10.32½	10.32½	10.32½
July.....	10.52½	10.52½	10.52½	10.52½

MONDAY, JANUARY 25, 1915.				
PORK—(Per bbl.)—				
January.....	18.35	18.35	18.35	18.35
May.....	18.85	18.85	18.85	18.85
July.....	19.15	19.15	19.15	19.15
LARD—(Per 100 lbs.)—				
January.....	10.62½	10.62½	10.62½	10.62½
May.....	10.77½	10.77½	10.77½	10.77½
July.....	10.95	10.95	10.95	10.95
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.90	9.90	9.90	9.90
May.....	10.25	10.25	10.25	10.25
July.....	10.45	10.45	10.45	10.45

TUESDAY, JANUARY 26, 1915.				
PORK—(Per bbl.)—				
January.....	18.27½	18.27½	18.27½	18.27½
May.....	18.82½	18.82½	18.82½	18.82½
July.....	19.10	19.10	19.10	19.10
LARD—(Per 100 lbs.)—				
January.....	10.57½	10.57½	10.57½	10.57½
May.....	10.77½	10.77½	10.77½	10.77½
July.....	10.90	10.90	10.90	10.90
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.80	9.80	9.80	9.80
May.....	10.20	10.20	10.20	10.20
July.....	10.42½	10.42½	10.42½	10.42½

WEDNESDAY, JANUARY 27, 1915.				
PORK—(Per bbl.)—				
January.....	18.30	18.30	18.30	18.30
May.....	18.80	18.80	18.80	18.80
July.....	19.10	19.10	19.10	19.10
LARD—(Per 100 lbs.)—				
January.....	10.92½	10.92½	10.92½	10.92½
May.....	10.77½	10.77½	10.77½	10.77½
July.....	11.05	11.05	11.05	11.05
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.90	9.90	9.90	9.90
May.....	10.25	10.25	10.25	10.25
July.....	10.47½	10.47½	10.47½	10.47½

THURSDAY, JANUARY 28, 1915.				
PORK—(Per bbl.)—				
January.....	18.50	18.50	18.50	18.50
May.....	19.10	19.10	19.10	19.10
July.....	19.40	19.40	19.40	19.40
LARD—(Per 100 lbs.)—				
January.....	11.07½	11.07½	11.07½	11.07½
May.....	11.12½	11.12½	11.12½	11.12½
July.....	11.27½	11.27½	11.27½	11.27½
RIBS—(Boxed, 25c. more than loose)—				
January.....	10.15	10.15	10.15	10.15
May.....	10.42½	10.42½	10.42½	10.42½
July.....	10.65	10.65	10.65	10.65

FRIDAY, JANUARY 29, 1915.				
PORK—(Per bbl.)—				
January.....	18.65	18.65	18.65	18.65
May.....	19.45	19.45	19.45	19.45
July.....	19.72½	19.72½	19.72½	19.72½
LARD—(Per 100 lbs.)—				
January.....	11.02½	11.02½	11.02½	11.02½
May.....	11.35	11.35	11.35	11.35
July.....	11.52½	11.52½	11.52½	11.52½

RIBS—(Boxed, 25c. more than loose)—				
January.....	10.10	10.10	10.00	10.00
May.....	10.00	10.00	10.40	10.40
July.....	10.77½	10.77½	10.62½	10.62½

†Bld. ‡Asked.				
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CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.				
Native Rib Roast.....	20	22	23	24
Native Sirloin Steaks.....	25	28	30	32
Native Porterhouse Steaks.....	30	35	38	40
Native Pot Roasts.....	16	18	20	22
Rib Roasts from light cattle.....	14	16	18	20
Beef Stew.....	12	14	16	18
Boneless Corned Briskets, Native.....	12	14	16	18
Corned Bumps, Native.....	12	14	16	18
Corned Ribs.....	12	14	16	18
Corned Flanks.....	20	22	24	26
Round Steaks.....	16	18	20	22
Round Roasts.....	16	18	20	22
Shoulder Steaks.....	18	20	22	24
Shoulder Roasts.....	18	20	22	24
Shoulder Neck End, Trimmed.....	18	20	22	24
Rolls Roast.....	18	20	22	24

Lamb.				
Hind Quarters, fancy.....	20	22	24	26
Fore Quarters, fancy.....	14	16	18	20
Legs, fancy.....	22	24	26	28
Stew.....	12	14	16	18
Chops, shoulder, per lb.....	18	20	22	24
Chops, rib and loin, per lb.....	18	20	22	24
Chops, French, each.....	18	20	22	24

Mutton.				
Legs.....	14	16	18	20
Shoulders.....	8	10	12	14
Hind Quarters.....	14	16	18	20
Fore Quarters.....	10	12	14	16
Rib and Loin Chops.....	18	20	22	24
Shoulder Chops.....	12	14	16	18

Pork.			
Pork Loin	.....	12½	@15
Pork Chops	.....	15	@16
Pork Shoulders	.....		@18
Pork Tenders	.....		@35
Pork Butts	.....		@14
Spare Ribs	.....		@11
Hocks	.....		@11
Pigs' Heads	.....		@8
Leaf Lard	.....		@14

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers.	12 1/2	@13
Good native steers.	12	@13
Native steers, medium		@11 1/2
Helpers, good		@11
Cows	9 1/2	@10 1/2
Hind Quarters, choice		@14 1/2
Fore Quarters, choice		@11

Beef Cuts.

Cow Chucks	8 1/2	@ 9 1/2
Steer Chucks	11	@11 1/2
Boneless Chucks		@12 1/2
Medium Plates		@ 9
Steer Plates		@ 9 1/2
Cow Rounds	9	@12
Steer Rounds		@12
Cow Loins	10	@13
Steer Loins, Heavy		@19
Beef Tenderloins, No. 1		@28
Beef Tenderloins, No. 2	21	@28
Strip Loins		@12
Shoulder Clods		@14 1/2
Rolls		@15 1/2
Rump Butts		@13 1/2
Trimblings		@10 1/2
Shank		@ 8
Cow Ribs, Common, Light		@ 9
Cow Ribs, Heavy	13	@14
Steer Ribs, Light		@14
Steer Ribs, Heavy		@15
Loin Ends, steer, native		@18
Loin Ends, cow		@17
Hanging Tenderloins		@12
Flank Steak		@15 1/2
Hind Shanks		@ 7

Beef Offal.

Brains, per lb.		@ 9
Hearts		@ 8
Tongues		@17
Sweetbreads		@ 9
Ox Tail, per lb.	8	@ 9
Fresh Tripe, plain		@ 4 1/2
Fresh Tripe, H. C.		@ 6 1/2
Brains	8	@ 9
Kidneys, each		@ 6 1/2

Veal.

Heavy Carcass, Veal		@10 1/2
Light Carcass		@14
Good Carcass		@15
Good Saddles		@17
Medium Racks		@13
Good Racks		@14

Veal Offal.

Brains, each		@ 7
Sweetbreads		@20
Calf Livers		@25
Heads, each		@25

Lamb.

Good Caul		@13
Round Dressed Lambs		@14
Saddles, Caul		@14
R. D. Lamb Racks		@12
Caul Lamb Racks		@11
R. D. Lamb Saddles		@16
Lamb Fries, per lb.		@20
Lamb Tongues, each		@ 4
Lamb Kidneys, each		@ 1 1/2

Mutton.

Medium Sheep		@10 1/2
Good Sheep		@11 1/2
Medium Saddles		@10 1/2
Good Saddles		@11 1/2
Good Racks		@10
Medium Racks		@ 9 1/2
Mutton Legs		@13
Mutton Loins		@ 9
Mutton Stew		@ 7 1/2
Sheep Tongues, each		@ 2 1/2
Sheep Heads, each		@10

Fresh Pork, Etc.

Dressed Hogs		@11 1/2
Pork Loins		@11 1/2
Leaf Lard		@10 1/2
Tenderloins		@24
Spare Ribs		@ 8 1/2
Butts		@10
Hocks		@ 9 1/2
Trimblings		@10 1/2
Extra Lean Trimblings		@10 1/2
Tails		@ 9
Snouts		@ 5 1/2
Pigs' Feet		@ 3 1/2
Pigs' Heads		@ 6
Blade Bones		@ 9
Blade Meat		@ 9
Cheek Meat		@ 9
Hog Livers, per lb.		@ 5
Neck Bones		@10
Skinless Shoulders		@10
Pork Hearts		@ 7
Pork Kidneys, per lb.		@ 5 1/2
Pork Tongues		@13 1/2
Slip Bones		@ 6
Tail Bones		@ 7
Brains		@ 3 1/2
Backfat		@11 1/2
Hams		@13 1/2
Calas		@11 1/2
Bellies		@16
Shoulders		@10

SAUSAGE.

Columbia Cloth Bologna		@10 1/2
Bologna, large, long, round, in casings		@10 1/2

Choice Bologna		@12
Frankfurters		@13
Blood, Liver and Headcheese	10	@10 1/2
Tongue		@14 1/2
Mixed Sausage		@12 1/2
Luncheon Sausage, cloth paraffine		@13 1/2
New England Sausage		@16
Compressed Luncheon Sausage		@16
Special Compressed Ham		@18 1/2
Berliner Sausage		@13 1/2
Oxford Butts in casings		@12 1/2
Polish Sausage		@12 1/2
Garlic Sausage		@12 1/2
Country Smoked Sausage		@13 1/2
Farm Sausage		@14
Pork Sausage, bulk or link		@10 1/2
Pork Sausage, short link		@10 1/2
Boneless Pigs' Feet		@ 8 1/2
Luncheon Roll		@13
Delicatessen Loaf		@10 1/2
Jellied Roll		@19

Summer Sausage.

Best Summer, H. C. (new)		@25 1/2
German Salami (new)		@23 1/2
Italian Salami (new goods)		@26 1/2
Holsteiner		@17 1/2
Mettwurst, New		@—
Farmer		@21

Sausage in Oil.

Smoked, large cans, 50		\$6.00
Smoked, small cans, 20		5.50
Bologna, large cans, 50		5.50
Bologna, small cans, 20		5.00
Frankfort, large cans, 50		6.00
Frankfort, small cans, 20		5.50

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels		\$10.50
Pickled Plain Tripe, in 200-lb. barrels		8.00
Pickled H. C. Tripe, in 200-lb. barrels		11.25
Pickled Ox Lips, in 200-lb. barrels		24.00
Pickled Pigs' Snouts, in 200-lb. barrels		18.00
Sheep Tongues, Short Cut, barrels		41.50

CORNED, BOILED AND ROAST BEEF.

No. 1, 3 dos. to case		\$2.50
No. 2, 1 or 2 dos. to case		4.75
No. 6, 1 dos. to case		18.00
No. 14, 1/2 dos. to case		41.50

EXTRACT OF BEEF.

2-oz. jars, 1 dos. in box		\$3.85
4-oz. jars, 1 dos. in box		7.15
8-oz. jars, 1/2 dos. in box		13.80
16-oz. jars, 1/4 dos. in box		25.50
2, 5 and 10-lb. tins		\$1.75 per lb.

BARBELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels		@21.00
Plate Beef		@20.00
Prime Mess Beef		@21.00
Mess Beef		@20.00
Beef Hams (220 lbs. to bbl.)		@—
Rump Butts		@17.75
Mess Pork, old		@22.00
Clear Fat Backs		@22.50
Family Back Pork		@17.50
Bean Pork		@17.50

LARD.

Pure leaf, kettle rendered, per lb., tes.		@12 1/2
Pure lard		@11 1/2
Lard, substitute, tes.		@ 8 1/2
Lard, compound		@ 8 1/2
Cooking oil, per gal., in barrels		@ 54
Cooks' and bakers' shortening, tubs		@11 1/2
Barrels, 1/2 c. over tierces, half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.		

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.		15 1/2 @22
Cartons, rolls or prints, 1 lb.		18 1/2 @23
Cartons, rolls or prints, 2 @5 lbs.		10 @22 1/2
Shortenings, 30 @60 lb. tubs		12 1/2 @15 1/2

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)		
Clear Bellies, 14 @16 avg.		@13
Clear Bellies, 18 @20 avg.		@12 1/2
Rib Bellies, 18 @20 avg.		@12 1/2
Fat Racks, 12 @14 avg.		@10 1/2
Regular Plates		@ 9
Clear Plates		@ 9
Butts		@ 8

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.		@15 1/2
Hams, 16 lbs., avg.		@15 1/2
Skinless Hams		@16
Calas, 4 @6 lbs., avg.		@11 1/2
Calas, 6 @12 lbs., avg.		@11
New York Shoulders, 5 @12 lbs., avg.		@12
Breakfast Bacon, fancy		@21 1/2
Wide, 10 @12 avg., and strip, 5 @6 avg.		@16 1/2
Wide, 6 @8 avg., and strip, 3 @4 avg.		@17 1/2
Rib Bacon, wide, 8 @12, strip, 4 @6 avg.		@11 1/2
Dried Beef Sets		@24 1/2
Dried Beef Insides		@26 1/2
Dried Beef Knuckles		@24
Dried Beef Outsides		@22 1/2
Regular Rolled Hams		@20
Smoked Rolled Hams		@21
Rolls Calas		@18
Cooked Loin Rolls		@25
Cooked Rolled Shoulder		@17

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set		@20
Export Rounds		@30
Middles, per set		@70
Beef bungs, per piece		@23 1/2
Beef weasands		@ 7
Beef bladders, medium		@55
Beef bladders, small, per doz.		@75
Hog casings, free of salt		@70
Hog middles, per set		@10
Hog bungs, export		@19
Hog bungs, large, mediums		@10
Hog bungs, prime		@ 7
Hog bungs, narrow		@ 4
Imported wide sheep casings		@90
Imported medium wide sheep casings		@80
Imported medium sheep casings		@60
Hog stomachs, per piece		@ 4

FERTILIZERS.

Dried blood, per unit	2.60	@ 2.65
Hoof meal, per unit	2.30	@ 2.50
Concentrated tankage	1.40	@ 2.10
Ground tankage, 12%		@2.45 and 10c.
Ground tankage, 11%		@2.40 and 10c.
Ground tankage, 8 and 25%		@2.45 and 10c.
Crushed tankage, 9 and 20%		@2.20 and 10c.
Ground tankage, 6 1/2 and 30%		19.00 @20.00
Ground rawbone, per ton		25.00 @27.00
Ground steam bone, per ton		21.00 @21.25
Unground tankage, per ton less than ground		@50c.

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @70 lbs., aver.		225.00 @250.00
Horns, black, per ton		23.00 @25.00
Horns, striped, per ton		25.00 @30.00
Horns, white, per ton		40.00 @50.00
Flat shin bones, 40 lbs., ave., per ton		70.00 @75.00
Round shin bones, 35-40 lbs., av., per ton		75.00 @80.00
Round shin bones, 50-52 lbs., av., per ton		80.00 @90.00
Long thigh bones, 90-95 lbs., av., per ton		85.00 @95.00
Skulls, jaws and knuckles, per ton		25.00 @28.00

LARD.

Prime steam, cash		@10.90
Prime steam, loose		@10.30
Leaf		@ 10 1/2
Compound		7 1/2 @ 8
Neutral lard		12 @ 12 1/2

STEARINES.

Prime oleo		10 1/2 @10 1/2
Oleo No. 2		9 1/2 @ 9 1/2
Tallow		nom @ 7 1/2
Grease, yellow		5 1/2 @ 5 1/2
Grease, A white		6 1/2 @ 6 1/2

OILS.

Oleo oil, extra		14 1/2 @15
Oleo oil, No. 2		14 @14 1/2
Oleo stock		11 @12
Neatsfoot oil, pure, bbls.		55 @65
Acidless tallow oils, bbls.		62 @64
Corn oil, loose		@3.30

TALLOW.

Edible		7 1/2 @ 8
Prime city		7 1/2 @ 8
Prime country		6 1/2 @ 6 1/2
Packers' prime		6 1/2 @ 7
Packers' No. 1		6 1/2 @ 6 1/2
Packers' No. 2		5 @ 5 1/2

GREASES.

White, choice		6 1/2 @ 6 1/2
White, "A"		6 1/2 @ 6 1/2
White, "B"		5 1/2 @ 5 1/2
Bone		5 1/2 @ 5 1/2
Crackling		5 1/2 @ 5 1/2
House		4 1/2 @ 4 1/2
Yellow		5 1/2 @ 5 1/2
Brown		4 1/2 @ 5
Glue Stock		5 @ 5 1/2
Garbage grease		3 1/2 @ 4
Glycerine, C. P.		23 @23 1/2
Glycerine, dynamite		21 1/2 @21 1/2
Glycerine, crude soap		13 1/2 @14
Glycerine, candle		15 @15 1/2

COTTONSEED OILS.

P. S. Y., loose		49 @49 1/2
P. S. Y., soap grade		48 @48
Soap stock, bbls., concn.		2 1/2 @ 2 1/2
Soap stock, loose, reg., 50% f. f. a.		1.15 @1.20

COOPERAGE.

Ash pork barrels		87 1/2 @90
Oak pork barrels		87 1/2 @90
Lard tierces		1.22 1/2 @1.25

CURING MATERIALS.

Refined saltpetre		6 1/2 @ 7 1/2
Boric acid, crystal to powdered		7 1/2 @ 8
Borax		4 1/2 @ 4 1/2
Sugar—		
White, clarified		@ 4 1/2
Plantation, granulated		@ 4 1/2
Yellow, clarified		@ 4 1/2
Salt—		
Ashton, in bags, 224 lbs.		\$2.25
Ashton, car lots		2.00
English packing, in bags, 224 lbs.		1.45
English packing, car lots		1.25
Michigan, granulated, car lots, per ton		3.50
Michigan, medium, car lots, per ton		3.75
Casing salt, bbls., 280 lbs., 2x @3x		1.40

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

Points for Butchers on Getting New Customers

By a Veteran Retailer.

(Continued from last week.)

There was a time when the fixtures in a shop were a secondary consideration. But that time is long since passed, and today the fixtures and the physical condition of the man behind the bench have a very important bearing upon the business done. And unless the butcher is wise enough to take the trouble and go to the necessary expense of fitting up his shop attractively, he is very unlikely to do his share of the business.

Requirements of Modern Salesmanship.

The day of a greasy wooden bench, a dirty block and sand on the floor is long since passed. It is the brightly lighted shop, where the fixtures are up to date and where the men take pride in their personal appearance that does the business. Their personality is an asset, the value of which the intelligent man fully realizes, and as an aid to salesmanship there is nothing more important.

But personality does not serve to cover up the poor service or quality that may exist in a meat market. So don't get the idea that a pleasant smile and a welcome hand is all that is required to satisfy your customers. They do help some, but when a customer is accustomed to good meat, and what she gets is tough or stale, the pleasant smiles and glad hands are mighty soon forgotten.

As the profits in these days are so very small, the butcher must depend on the volume of business done, and therefore cannot afford to lose a single customer, and if he has the proper "ambition" he is constantly devising ways and means to get new ones. Every man has his own ideas on this subject. Here are a few suggestions that may strike some butchers favorably.

To Get New Customers.

The first expense is the only expense attached to this form of advertising, and that is to buy an elite directory which can be used for years. It does not necessarily follow that only neighborhood names and addresses be secured. North and south within a radius of twenty blocks, and east and west three or four blocks each way will give the ordinary butcher sufficient to work on for some time.

This copying of names can be done by the cashier, or even a fairly intelligent order boy in his spare moments. Then have the cashier write personal letters at odd times during the day. (They look better than form letters, and cost nothing.) By Friday afternoon she should have about 30 such letters on hand. That's only half a dozen a day, and they need be only a few lines.

These letters should call attention to your shop and the good quality of meats and poultry you will have on hand for the following day at a reasonable price. These letters should be mailed Friday afternoons, so they will be received by the first mail on Saturday morning.

Each week attention should be called to some special article, such as a particularly choice lot of legs of lamb, roasts of good beef, etc. The big stores do it regularly, both through the newspapers, which is a very expensive form of advertising; through personal solicitation, paying representatives for that purpose, which is just as expensive; and through the mail, which is cheapest of all and an excellent medium.

But it must not be expected that this series of week-end letters is going to bring a big bunch of new trade to your shop immediately. Perhaps the first two or three weeks one or two new shoppers may drift in, just to look around a bit and perhaps talk to the boss. It must be most emphatically understood that if this form of advertising is started it must be kept up.

After a few weeks the parties receiving these letters every Saturday morning will begin to sit up and take notice what a persistent man this must be.

The customer may become a bit dissatisfied with her own butcher, and one man's loss is another's gain, as well in the butcher's business as in any other. And even if not dissatisfied, a woman often likes to make a change; that a woman's way.

An average of only one new customer a week gained this way would eventually build up a splendid business, and there are many butchers who have gained prosperity through just this form of advertising.

But it must be again firmly impressed that these letters must be continuous. A break of only one week would spoil the effect of the previous letters, and the only use the elite directory would be good for would be to tell the butcher's wife who her neighbors are. That might be some satisfaction to her, not mentioning the wasted postage stamps!

If you have anything in the shape of an intelligent order boy or driver in your employ, call him into the office some day and have a heart to heart talk with him along these lines.

Say to him: "Tommy you deliver to two customers over at the Royal Arms and three customers at the Barriston Court. If you look sharp you might be able to pick up a new customer over there once in a while. Find out from the janitor when a new tenant moves in; there are about fifty families in each of these houses, and we've only got four or five of them out of the hundred or more.

"Every time you land a new customer I'll slip you half a dollar, and if it's a real good customer, I'll make it a whole dollar. It would be mighty easy for you to make as much every week as the men behind the bench.

"Take an afternoon off once a week, put on your Sunday duds and take a trip through

the esplanade and get acquainted with the servants. Give each one of them one of my business cards. Tell them your boss is a white man to work for and keeps fine meat."

A talk like this puts a boy on his mettle and makes him feel friendly to you. He gets acquainted where you don't, and he can be the means of increasing your business very materially if he's the right kind, and if you keep faith with him.

Add to his other instructions for him to watch out for new families moving into the neighborhood in private houses, and to ring the basement bell and ask the servant who the former butcher was, and then get busy.

There's much food for thought along these lines. Often you have a bright young journeyman of good appearance. Give him also an afternoon off once in a while, and try him out. It won't take you very long to find out whether he's loafing on you or not. And if he's any good at all as a personal solicitor, he's worth a whole lot more outside than behind the bench.

Many high-grade butchers gladly pay \$30 to \$40 weekly for the right kind of an outside man, and you may have valuable material right under your nose, and not know it!

The biggest retail butcher in this country was a mighty good friend to every one of his order boys and drivers, and it paid him to be such. Wherever they could do a good turn for the "boss," they did it gladly. It paid them both.

In many of the big apartment houses it's a mighty good investment to get acquainted with the janitors or housekeepers. One of the best ways to send over to them a leg of lamb or a pair of fowl on a Saturday night. And take it from one who knows, they are some boosters when a new family moves in! They'll make it their business to try and earn their Sunday dinner, and you can well afford to give it to them.

But don't form the bad habit of giving cash tips. And don't expect a new customer every day regularly. That kind of business comes gradually, and tenants in a high-class apartment are usually very good customers, because many of them entertain extensively. To get this kind of trade, good judgment and liberality are essential. L. A.

CREDIT VS. CAPITAL.

Limited capital is not the worst thing that a retailer, or any merchant for that matter, may have to contend with. A person with limited capital, if he has been careful to nurse his credit, careful to guard it, careful in discounting his bills and in meeting his obligations, may have a good deal easier time of it than the man with a larger capital and who enjoys to a much lesser degree the confidence of the business world. Of the two, credit, in other words confidence, is more flexible than capital as represented by cash or its direct equivalent, and to many merchants limited capital is not even a handicap.

Want a good job? Watch page 48.

LOCAL AND PERSONAL.

R. S. Tobin has purchased the meat and grocery business of A. C. Gerrard at Pomona, Cal.

Lencinoni & Bonaguidi have opened a new stock of meats at Albuquerque, N. Mex.

Jos. Healy has purchased the Montesano Meat Market at Montesano, Wash., from Doyle & Rasmussen.

A. W. Ninemire and Bernard Law are engaging in the meat business at Montesano, Wash.

J. F. Wondra has purchased a half interest in a meat market at Spencer, Neb.

E. C. Reynolds has purchased the Elk Horn Meat Market at Howard, Neb.

H. L. Stemper has sold out his meat market in Table Rock, Neb.

Verplank & Jewett have purchased the City Meat Market in O'Neill, Neb.

P. Beranek has engaged in the meat business at Morse Bluff, Neb.

L. Owens has established himself in the meat business at Lushton, Neb.

A. Dillman has purchased the Palace Meat Market, Holdrege, Neb.

George Auker has put in a line of groceries in connection with his meat market at Rushville, Neb.

Barney Beard has purchased the Epicure Meat Market, Lander, Wyo., from W. K. Elliott.

Ray Squires has engaged in the meat business in the Kent building, Otsego, Mich.

Roger Cheney has engaged in the meat and grocery business in Berlin, Mich.

I. M. Kensalman's meat and grocery business at Waterloo, Iowa, has been purchased by E. J. Robb.

Christ & Matt Schaefer have purchased the meat business at Humphrey, Neb., formerly conducted by John Rausch.

J. W. Thomas and John Utley are about to engage in the meat business in the Yates building, Texhoma, Okla.

M. L. Benovitz' grocery and meat market at Dickson City, Pa., has been destroyed by fire, with a loss of \$5,000.

The slaughterhouse at Tooele, Utah, belonging to William H. Vowles, has been destroyed by fire.

The firm of Clark & Burr, meat dealers, of Bridgeport, Conn., have dissolved partnership. H. G. Clark & Son will continue the business.

Joseph E. Altneier, a butcher of Chicago, Ill., has filed a petition in bankruptcy, with liabilities of \$3,825 and assets of \$700.

William Weis has sold his meat market at the corner of Second and Sutton streets, Maysville, Ky., to Messrs. Edward Schwart and William E. Wells.

Homer and Euclid Mongeon have purchased the meat market on Cottage street, Easthampton, Mass., formerly conducted by Trueheart Bros.

Edward A. Koebel has sold his interest in the meat market on West State street, Freeport, Ohio, to Fred Wolfe, a brother of the remaining partner. The new firm will be known as Wolfe Bros.

William Brown has purchased the meat market on Fourth street, Dennison, Ohio, which has been owned and operated by William Poland for some time.

A meat market and bakery will be conducted in the new building on Main street,

Karns City, Pa., which was recently erected by John B. Sherwin.

Sheuer's Pure Food Market, located at 725 Hamilton street, Allentown, Pa., has been opened. John H. Barry is the manager.

Wells & Cohen have opened a meat shop at 1003 Main street, Houston, Tex.

Reinhard Kramer, a dealer in meats and poultry at 25 Manhattan street, New York, N. Y., has filed a petition in bankruptcy.

A. C. Jacobsmeyer and William Yeager have formed partnership and will open a meat market at 608 Second street, Fort Madison, Iowa.

Louis V. H. Howell, of Sebastopol, Cal., has purchased O. V. Hicks' share in the Sebastopol Meat Company. He was formerly a partner in the business when it was conducted by Howell & Hicks, before the consolidation.

William E. Russell has sold the meat business in the Sprague Block, Waterbury, Conn., to Charles Hutchins and Ralph Richardson.

The new Booth & Flood meat market at Huron, S. D., has been opened.

A meat market to be known as The Missoula Meat Market will be opened in Missoula, Mont., Julius Grill, E. E. Wakeham and Andrew Toth, all well-known meat men, are the owners.

HOW TO USE LEFTOVERS.

The Mayor's Food Supply Committee, of which George W. Perkins is the chairman, has issued a circular showing the possibilities of "leftovers" in the make-up of a family meal. The point is brought out that not only can every scrap of food remaining from a previous meal be used in some way, but the use of "leftovers" will teach families to save money by avoiding waste.

Mr. Perkins and his co-workers remind American housewives and other family cooks that "European housewives are noted for knowing how to combine leftovers in such a way as to make most savory and nourishing dishes," and go on: "Indeed, it is a common saying that a European family can live on what the average family in this country throws away."

In impressing upon housewives the economy of having "leftovers" the committee says:

"If possible buy for more than just one meal at a time; in other words, when buying plan to have something left over for another meal, particularly where the first cooking takes a long time or where the food can be reheated to advantage. This will save you time, labor and money."

Then follows a list of "leftovers," meat and poultry, which are most excellent for hash, scalloped dishes, croquettes, a loaf and salads; fish for creamed dishes and fish pudding; vegetables for flavoring soups, making creamed soups, vegetable hash, salads and omelet fillings; leftover poached or soft cooked eggs, leftover cereals, stale bread, dried pieces of cheese, sour milk or cream and fruit.

The committee has prepared a pamphlet containing recipes for 125 appetizing and nourishing dishes that may be made from "leftovers" of all kinds, which it will, upon request, send by mail from its office in the City Hall.

Are you on the lookout for good business opportunities? Watch page 48.

NEW YORK MEAT WEIGHT RULES.

The various weights and measures officials of New York State have finally formulated their uniform regulations under the State weights and measures law, to apply everywhere within the State. These regulations are announced by State Superintendent John F. Farrell, with the approval of the city officials of New York City, Rochester and Buffalo, so that they cover the entire State.

The regulations covering the sale of smoked or cured meats, both at wholesale and retail, are given in full. They are as follows:

Hams, bacon and smoked or cured meat products must be sold with a written representation as to net weight by the retailer to the consumer.

The wholesaler or packer must sell such meat products with a written representation as to net weight and on wrapped meat products the wholesaler or packer shall mark the gross and tare weight. This shall be marked so that the tag or label or part thereof which bears the gross indication is removable or detachable, whereas the tag or label or part thereof indicating the tare weight is non-removable or permanently attached to the wrapping or marked upon the wrapping.

When such products are sold in barrels or packing cases, it will be sufficient to mark the tare on the individual wrapped units in such barrels or packing cases and the gross and tare on the outside of the barrel or case.

The lettering shall be at least one-ninth of an inch in height, bold-faced letters. A variation of one and one-half per cent. in weight will be allowed.

The above regulation requires the retailer, when he keeps the meat in stock for any length of time, to remove the gross weight tag and reweigh and sell by the actual weight delivered to the consumer, and to see, in any event, that the net weight, or both the gross and tare weights, appear on the container at the time of sale by him.

SAUERKRAUT AS A SPECIALTY.

A good deal has been written from time to time as to the value of sauerkraut as part of the retail butcher's stock in trade. Butcher shop proprietors have usually found it a profitable product to handle, and one in which a good trade could be built up, especially in certain localities. As far as the consumer is concerned, sauerkraut is recognized as a very healthful food product. Scientists state that it contains the same lactic qualities as buttermilk, and tends to preserve the germs which prolong life.

One of the oldest-established sauerkraut firms in the country is that of Recht & Rosenbaum, of No. 419 East 77th street, New York City, who have made a specialty of this product for 25 years. Their long experience has enabled them to turn out as fine an article as can be made. Their barrel contains 360 pounds net weight of kraut, and they claim the dealer can double his money on their product, as he can generally get from 5 to 6 cents per pound for it, because of its quality.

SALE OF ICE IN NEW YORK.

The State and city regulation for the sale of ice in New York State is announced as follows:

Ice shall be sold by net weight. Such net weight shall be the actual weight at the time and place of delivery. A sales slip, as provided in Regulation 13, shall be furnished, or the amount may be written at the time of the delivery upon a card kept by the purchaser for that purpose.

New York Section

J. T. Dunne, of the S. & S. cured meat department at Chicago, was in New York during the week.

Manager Isaac Stiefel, of the S. & S. small stock department in the New York district, was in Chicago this week.

A petition in bankruptcy has been filed against Bernard Kramer, meat and poultry dealer at No. 25 Manhattan street.

H. C. Woodruff, Eastern manager for the Brecht Company of St. Louis, is expected back soon from Florida, where he has been recuperating after a severe illness.

Swift & Company's sales of beef in New York City for the week ending January 23 averaged as follows: Domestic beef, 10.66 cents; imported beef, 9.71 cents per pound.

Nelson Morris was in New York again this week, looking over details of the business at this end of the line. Young Mr. Morris is becoming a popular visitor with the Morris staff.

C. J. Tressler, of the Swift legal department at Chicago, was in New York this week. General Manager Charles Simons, of the Boston district, and General Manager Fred Hall, of the Philadelphia district, were also visitors.

George L. Marshall, of the S. & S. district office staff in New York, has been appointed assistant to Manager Joseph Brooks, of the S. & S. house in Manhattan Market. Mr. Marshall is a hustler and has hooked up with a strong team.

The David Shannon & Sons Co., Inc., has been formed with a capital stock of \$100,000 to do a general meat and livestock business in New York City. The incorporators are D. J. Shannon, J. A. Shannon and L. J. Marshall, all of New York.

A big public market is said to be planned for the Bronx, at the junction of Prospect, Longwood and Westchester avenues and 160th street. The structure will occupy a plot of about three lots. Wolf Burland is the promoter who will undertake the enterprise.

Moses Straus, one of the oldest wholesale meat dealers in New York City, died last Monday at his home on Central Park West in his sixty-ninth year. He was formerly connected with Joseph Stern & Sons, and was very well known in the trade. He leaves a widow and three children.

William S. Liptrott, a retired wholesale meat dealer and a prominent resident of Flatbush, is dead of heart disease at his home, 162 Rugby Road. Mr. Liptrott was born in England eighty-two years ago, and came to this country as a lad and became one of the earliest settlers in Williamsburg. His great-grandfather was at one time Lord Mayor of London.

The employees of the United Dressed Beef Company are making final preparations for their annual beefsteak dinner, which takes place at the Lexington Assembly Rooms next Tuesday evening, February 2. This is an annual event to which the U. D. B. boys look forward with special pleasure, and a good many in the trade share their anticipation of a good time and a big feed.

The L. H. Lang Company, of Westchester avenue, recently opened a new branch house at No. 68 Little West 12th street, Gansevoort Market, so they could more conveniently attend to their downtown trade. The new branch is in charge of Max Frank, who has had many years' experience and has a large circle of friends and customers in the trade. The new branch will be known as the Lang Provision Company.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, January 23, 1915: Meat.—Manhattan, 5,142 lbs.; Brooklyn, 10,633 lbs.; Queens, 223 lbs.; total, 15,998 lbs. Fish.—Manhattan, 2,072 lbs.; Brooklyn, 100,105 lbs.; Queens, 100 lbs.; total, 102,207 lbs. Poultry and game.—Manhattan, 16,912 lbs.; Brooklyn, 250 lbs.; Bronx, 413 lbs.; total, 17,575 lbs.

Redes Bros., of 137 Seventh avenue, have moved their old-established business to the opposite corner, at No. 132 Seventh avenue, where they have fitted up a handsome shop much larger than the old store. The floors and walks are of white enameled steel, and the plate glass counter cases and marble fixtures give it a most impressive appearance. The head of the firm, Pietro Redes, has been in business for the past twelve years, and has built up a fine trade in the Chelsea district.

The only real retail market in West Washington Market is that of Ed. Kaufmann, at No. 68 Little West 12th street, next door to the Lang Provision Company. He has recently added a big fruit and vegetable department to his rapidly growing business. It took some nerve to open a retail shop in a wholesale market, and then make good, but that is exactly what Mr. Kaufmann has done, which is some record. He has probably a larger personal acquaintance among butchers in New York than the average butcher, having been the market expressman for many years, delivering goods in every section of the city.

The proprietor of the big Tuxedo Market at No. 10 South Fourth avenue, Mount Vernon, N. Y., has opened another big market in Bronxville, which will be conducted on the same lines that have made the Lichti market in Mount Vernon such a great success. The unusual feature is that it will be managed by Mr. Lichti's two daughters, 18 and 20 years of age, who are thoroughly competent to handle the affairs of such a large business, having had years of training under the supervision both of their father and mother, as cashier and bookkeeper, respectively. Mrs.

Lichti, the mother of these two young ladies, is recognized as a first-class judge of meats and her business ability is well known. Only the finest quality of meats and fancy poultry is sold, and the big order trade that has been built up requires the services of two auto delivery trucks and two horses and wagons. The Lichti family have only been in business for ten years, and in that comparatively short time have established a business that usually takes a lifetime in the building. It was a hard fight the first few years, but hard work and quality goods finally won out, as these two important factors usually do.

BRONX BUTCHERS DANCE.

The annual ball of the Bronx Branch, United Master Butchers of America, was held at the McKinley Square Casino on Tuesday evening, January 26. The fine weather and the reputation the Bronx retailers have for giving their friends a good time brought out a big crowd, and the masquerade afforded opportunity for endless amusement. There was a good representation of butchers from other sections of the city, including President Grimm of the East Side branch, William Webber, Arthur Weisbecker and others. Chris. Schuck as chairman of the reception committee gave everybody a warm welcome, and President Phil Storminger was also on the job every minute. The committees which had charge of this event were:

Arrangement Committee.—Al. Weill, chairman; Theo. Eschelbacher, Jacob Schuck, E. Back, Phil. Gerard, Louis Bauer, F. Petersen, Edw. Ruehl, Chris. Wich, A. Vogelsang, R. Schumacher.

Reception Committee.—Chris. Schuck, chairman; Harry Stocker, assistant chairman; H. Nimphius, Edw. Ruehl, Jr., W. Wobcke, Otto Wehinger, W. Steinhauer, E. Ernst, J. Wetterhahn, E. Krauss, P. Weindorf, L. Kusiehl, L. Shandau, J. Michel, I. Hirsch, W. Muller, A. Webber, M. Winkler, C. Elbert, A. Hyman, E. Wasserbach, I. Rosenbaum, Richard Holl, A. Sommer, C. Back, H. Spies, R. Doersam, H. Rudolph, Chas. Schuck, Ernest Schoppe, W. Schmitt, A. Spangenberg, J. Springer, C. Urban, M. Wahl, C. Wehnes, A. Falk, B. Alexander.

Floor Manager.—Arthur Vogelsang; assistant floor manager, Theo. Eschelbacher. Floor Committee.—I. Kronthal, M. Zipp, Harry Abel, A. Becker, C. Buggeln, Frank Cramer, Jacob Fickeis, Morris Frohman, Al. Grauer, J. Goldsmith, Chas. Glum, W. Gundlach, Chris. Heck, L. Eppinger, B. Levy, F. Hettenbach, Henry Kastens, Geo. Keuchle, P. Kiefer, Henry Krauss, Wm. Kramm, G. Kurtz, Fred. Kahn, Wm. Landgrebe, W. Lehrbach, M. Lowenstein, Gus Luitte, A. Mandler, Chas. Meisel, C. Munch, Fred. Muller, L. Ullman, Fred. Stutz, Frank Muller, Wm. Nastvogel, H. Horn.

Officers of the Bronx branch are: President, Philip Storminger; first vice-president, G. J. Barth; second vice-president, E. Back; recording secretary, John Schulz; financial secretary, John Machovsky; treasurer, Edward Ruehl; sergeant-at-arms, Fred. Petersen; trustees, Fred. Werhes, Henry Kastens, G. Brenzinger.

BUTCHERS' DRESSED MEAT CO. BALL.

The annual entertainment and ball of the New York Butchers' Dressed Meat Co. Mutual Aid Society at Palm Garden on Friday evening, January 22, was the most successful affair this organization has ever had. The big ballroom was beautifully decorated, and as early as 8 o'clock there were many guests present. The vaudeville entertainment was the best obtainable, all being headliners from the leading theaters, and before it was half over the crowds kept pouring in until the big floor and the boxes were crowded to capacity. After the performance the dancing commenced, and if any person failed to have a royal good time it was not noticed. Everybody danced, even grandfatherly Adolph Kahn, who is as good a judge of dancers as he is of beef.

The officers and various committees were highly pleased with their efforts to make this affair one long to be remembered. Some of the guests were:

L. B. Shoenfeld and wife, M. H. Joseph and wife, L. S. Joseph and wife, H. S. Joseph and wife, Ben Nauss, of A. V. Moore & Co.; L. F. Clarendon and wife, Hugo Joseph and party, G. H. Gachot, H. W. Moller, Jr., W. Westerhold and wife, R. Copley and wife, Superintendent Allan Mackenzie, Win Dalton, Miss Blackman, Duncan Mackenzie, J. Burns and wife, E. Bogardus, M. Siegel, Matt Gorey, P. Christie.

F. Eintracht and wife, L. Harris, wife and two nieces, Miss M. Maley, T. J. Kennedy, W. J. Charmack, J. Edwards, Miss J. Baer, Mrs. E. Sichel, B. Strauss, E. Pape, D. J. Wallace, wife and daughter, S. Winfield and wife, K. Karcher, Jacob Bloch and wife.

M. Heins, wife and daughter, Louis Goldschmidt, Chas. Nauss and wife, Ed. Morgan and wife, W. Rooney, Miss V. Meyer, J. M. Whitney and wife, E. Lindsay and wife, R. Waldron, Nick Dietrich, Jr., L. Dietrich, Miss A. Mangnell, T. F. Greeley, J. Rider and wife, B. Rider and wife, James Weston, Miss S. Sullivan, Miss J. Sullivan, J. Sullivan, R. Heidt and wife, J. Hellfrith, Mrs. E. Fitzgerald, M. Abromowitz and wife, I. L. Abromowitz, Miss M. Baltuck.

H. Abromowitz, B. Abromowitz, Miss C. Lefkowitz, Miss A. Steinberg, I. Haver and wife, Leon Dashern and wife, A. Feik and wife, Mrs. L. Goode, L. Fitz and wife, S. Harlebach and wife, S. Mosheim and wife, D. Daw and wife, B. W. Bopp and wife, Miss H. Bopp, B. Bopp and wife, Miss G. Baxter, Jas. L. M. Hathaway and family, Mr. and Mrs. H. P. Titus, J. Manheimer and wife, E. W. Carrette.

Moe Frank and mother, E. Frank, J. Deutsch and sister, L. Buchsbaum, I. Schwartz and wife, Miss L. Schwartz, Mrs. M. Loeb, E. Risbrow and wife, M. Meyers and wife, Mrs. Sabbath, Miss R. Cooper, N. Kramer, L. Carcus, W. Wilson, L. N. Kramer, J. Oppenheimer and wife, J. Metzler and wife, Miss B. Siegel, Miss J. Kleplat, Mr. J. Dallinger.

Meyer Meyer and wife, Mrs. J. Kleplat,

If an Efficiency Expert Should Visit Your Plant!

He would impress upon you the importance of minimizing operating costs—emphasize the fact that to **save** money is to **make** money.

For one thing—he would point out the not insignificant loss suffered annually through reliance upon sawdust and mill shavings for insulation—and he would point out how to prevent that loss by insulating your walls, floors and ceilings with



J-M PURE CORK SHEETS

The expert would quickly demonstrate to you that the cold saved and extra storage space gained would soon pay for the material, and would mean clear, extra profit thereafter.

Many of the largest cold storage warehouses, refrigerating plants and breweries have adopted J-M Pure Cork Sheets to secure greater insulating efficiency. They also appreciate the advantages of a moisture and rot-proof material which lasts as long as the building itself.

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NEW WHOLESALE MARKET PLAN.

The site of the first of New York's new terminal markets, a \$1,000,000 structure to be built by the New York Central Railroad under the supervision of John J. Dillon, State commissioner of markets, has been chosen, and it is said that actual construction is to begin as soon as the formal sanction of the city authorities has been obtained. It is to be located on the block bounded by Eleventh and Twelfth avenues and Thirty-fourth and Thirty-fifth streets.

The announcement of the new market plan was made by Mr. Dillon this week. He added that as soon as this new Manhattan market is in operation and running smoothly he will be ready to go ahead with markets for Brooklyn and Queens, the former to be erected by the Bush Terminal Company on ground leased by it in South Brooklyn, and the Queens market on Pennsylvania Railroad property in Long Island City opposite Thirty-fourth street.

Commissioner Dillon said he held a conference with Mayor Mitchel regarding the plan, and received his approval. The terminal market building as projected will cover the entire area of the block, about 800 by 200 feet. There will be four incoming tracks the entire length of the market, with platforms by which eighty cars can be unloaded at once directly into the distributing wagons, and with two return track for empty cars. There will also be room for an extensive cold storage and dry storage plant.

CHILEAN SALTPETRE

GRANULATED OR CRYSTAL

\$5.45 per 100 pounds, F.O.B. Dock New York

Shipment from San Francisco via Panama Canal

PACIFIC BUTCHER'S SUPPLY CO.

211 to 215 Fourth Street

San Francisco, Cal.

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$7.75@8.75
Poor to fair native steers.....	6.00@7.05
Oxen and stags.....	4.50@7.25
Bulls.....	5.00@7.00
Cows.....	3.50@6.50
Good to choice steers one year ago.....	8.00@9.00

LIVE CALVES.

Live veal, medium, per 100 lbs.....	9.50@13.00
Live veal, calves, barnyard.....	—@—
Live calves, Indiana fed, per 100 lbs.....	@ 7.00
Live veal, calves, culls, per 100 lbs.....	@ 8.00

LIVE SHEEP AND LAMBS.

Live lambs, common to good.....	7.00@ 9.50
Live lambs, culls.....	@ 7.00
Live sheep, common to prime.....	4.00@ 6.00
Live sheep, culls.....	@ 3.00

LIVE HOGS.

Hogs, heavy.....	@ 7.25
Hogs, medium.....	@ 7.25
Hogs, 140 lbs.....	@ 7.75
Pigs.....	@ 7.50
Roughs.....	@ 6.25

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy.....	14 @ 14½
Choice, native light.....	13½ @ 14
Native, common to fair.....	12 @ 12½

WESTERN DRESSED BEEF.

Choice native heavy.....	@ 12½
Choice native light.....	@ 12
Native, common to fair.....	@ 12
Choice Western, heavy.....	@ 11½
Choice Western, light.....	@ 12
Common to fair Texas.....	@ 11
Good to choice helpers.....	@ 11½
Common to fair helpers.....	@ 11
Choice cows.....	@ 11
Common to fair cows.....	@ 10
Fleshy Bologna bulls.....	9½ @ 10½

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	14½ @ 16½	@ 18
No. 2 ribs.....	12½ @ 14	@ 16
No. 3 ribs.....	10½ @ 11½	@ 13
No. 1 loins.....	14½ @ 16½	@ 19
No. 2 loins.....	12½ @ 14	@ 17
No. 3 loins.....	10½ @ 11½	@ 15
No. 1 hinds and ribs.....	@ 14	@ 15½
No. 2 hinds and ribs.....	@ 13	@ 14
No. 3 hinds and ribs.....	@ 12	@ 12½
No. 1 rounds.....	11½ @ 12½	@ 12½
No. 2 rounds.....	10 @ 11	@ 12
No. 3 rounds.....	10 @ 10½	@ 11
No. 1 chucks.....	10½ @ 11½	@ 12½
No. 2 chucks.....	9½ @ 10½	@ 11½
No. 3 chucks.....	8½ @ 10	@ 11

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@ 19
Veals, country dressed, per lb.....	@ 17
Western calves, choice.....	@ 16
Western calves, fair to good.....	@ 15
Hogs, 140 lbs.....	@ 13
Grassers and buttermilks.....	@ 12½

DRESSED HOGS.

Hogs, heavy.....	@ 9½
Hogs, 150 lbs.....	@ 9½
Hogs, 100 lbs.....	@ 10
Hogs, 140 lbs.....	@ 10½
Pigs.....	@ 10½

DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@ 15
Lambs, choice.....	@ 13½
Lambs, good.....	@ 12½
Lambs, medium to good.....	@ 11½
Sheep, choice.....	@ 11
Sheep, medium to good.....	@ 10
Sheep, culls.....	@ 9

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@ 16
Smoked hams, 12 to 14 lbs. avg.....	@ 15½
Smoked hams, 14 to 16 lbs. avg.....	@ 15
Smoked picnics, light.....	@ 11½
Smoked picnics, heavy.....	@ 11½

Smoked shoulders.....	@ 11½
Smoked bacon, boneless.....	@ 18
Smoked bacon (rib in).....	@ 17
Dried beef sets.....	@ 28
Smoked beef tongue, per lb.....	@ 19
Pickled bellies, heavy.....	@ 13½

FRESH PORK CUTS.

Fresh pork loins, city.....	@ 15
Fresh pork loins, Western.....	11½ @ 13½
Fresh pork tenderloins.....	@ 25
Frozen pork tenderloins.....	@ 22
Shoulders, city.....	@ 13
Shoulders, Western.....	@ 11
Butts, regular.....	@ 11½
Butts, boneless.....	@ 14½
Fresh hams, city.....	@ 17
Fresh hams, Western.....	@ 15
Fresh picnic hams.....	@ 11½

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	\$80.00 @ 90.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	70.00 @ 80.00
Black hoofs, per ton.....	@ 30.00
Striped hoofs, per ton.....	@ 40.00
White hoofs, per ton.....	75.00 @ 80.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	75.00 @ 80.00
Horns, avg. 7½ oz. and over, No. 1's.....	@ 200.00
Horns, avg. 7½ oz. and over, No. 2's.....	@ 100.00
Horns, avg. 7½ oz. and over, No. 3's.....	@ 75.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	@ 14½ c. a pound
Fresh cow tongues.....	@ 12c. a pound
Calves' heads, scalded.....	55 @ 60c. a piece
Sweetbreads, veal.....	35 @ 80c. a pair
Sweetbreads, beef.....	@ 30c. a pound
Calves' livers.....	25 @ 30c. a pound
Beef kidneys.....	@ 12c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	13 @ 14c. a pound
Oxtails.....	@ 10c. a piece
Hearts, beef.....	@ 8c. a pound
Rolls, beef.....	@ 30c. a pound
Tenderloin beef, Western.....	30 @ 40c. a pound
Lambs' fries.....	@ 10c. a pair
Extra lean pork trimmings.....	@ 14c. a pound
Blade meat.....	@ 12½ c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@ 2½
Suet, fresh and heavy.....	@ 5½
Shop bones, per cwt.....	25 @ 35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@ 1.00
Sheep, imp., medium, per bundle.....	@ 80
Sheep, domestic, wide, per bundle.....	@ 70
Sheep, domestic, medium, per bundle.....	@ 60
Sheep, domestic, narrow med., per bundle.....	@ 30
Hog, American, free of salt, tcs. or bbls., per lb., f. o. b. New York.....	@ 70
Hog, extra narrow selected, per lb.....	@ 70
Hog, middles.....	@ 11
Beef rounds, domestic, per set, f. o. b. Chicago.....	@ 21
Beef rounds, export, per set, f. o. b. New York.....	@ 28
Beef hungs, piece, f. o. b. New York.....	@ 25
Beef middles, per set, f. o. b. New York.....	@ 72
Beef middles, per set, f. o. b. Chicago.....	@ 70
Beef weasands, per 1,000, No. 1s.....	@ 7½
Beef weasands, per 1,000, No. 2s.....	@ 3½

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	23	25
Pepper, Sing., black.....	12½	14½
Pepper, Penang, white.....	20	22
Pepper, red.....	19	22
Allspice.....	5	7
Cinnamon.....	10	20
Coriander.....	5	7
Cloves.....	19	22
Ginger.....	11	14
Mace.....	68	72

SALTPETRE.

Crude.....	—@—
Refined.....	6½ @ 7½

GREEN CALFSKINS.

No. 1 skins.....	@ .27
No. 2 skins.....	@ .28
No. 3 skins.....	@ .17
Branded skins.....	@ .21
Ticky skins.....	@ .21
No. 1 B. M. skins.....	@ .28
No. 2 B. M. skins.....	@ .28
No. 1, 12½-14.....	@ 3.10
No. 2, 12½-14.....	@ 2.90
No. 1 B. M., 12½-14.....	@ 2.85
No. 2 B. M., 12½-14.....	@ 2.65
No. 1 kips, 14-18.....	@ 3.35
No. 2 kips, 14-18.....	@ 3.08
No. 1 B. M. kips.....	@ 2.65
No. 2 B. M. kips.....	@ 2.65
No. 1, heavy kips, 18 and over.....	@ 4.15
No. 2, heavy kips, 18 and over.....	@ 3.90
Branded kips.....	@ 2.45
Heavy branded kips.....	@ 2.00
Ticky kips.....	@ 2.00
Heavy ticky kips.....	@ 2.95

DRESSED POULTRY.

FRESH KILLED.

Turkeys—	
Western dry-picked fancy young hens and toms, boxes.....	@ 22
Western dry-picked fancy young hens and toms, barrels.....	@ 21
Western dry-picked, avg. best.....	19 @ 20
Western dry-picked or scalded poor.....	12 @ 15
Old hens or toms.....	10 @ 20
Chickens—	
Broilers, dry packed, milk-fed.....	21 @ 25
Broilers, dry packed, corn-fed.....	18 @ 23
Western, dry-pkd., milk-fed, 4 lbs., bbls.....	18 @ 18½
Western, dry-pkd., milk-fed, mixed wts., bbls.....	17 @ 17½
Western dry-pkd., milk-fed, 2½ @ 3 lbs., bbls.....	16 @ 16½
Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked.....	@ 17½
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	@ 15
Fowl—bbls.—	
Western, dry-pkd., 4 lbs. avg.....	@ 15½
Southern and S. W., dry-pkd., avg. best.....	14½ @ 15
Other Poultry—	
Old Cocks, per lb.....	@ 13
Squabs, prime, white, 10 lbs. to doz., per doz.....	@ 4.75

LIVE POULTRY.

Chickens.....	13½ @ 14
Fowls, choice.....	17 @ 17½
Roosters, old.....	@ 11
Ducks.....	16 @ 17
Turkeys, mixed hens and toms.....	14 @ 15
Geese, per lb.....	13½ @ 14

BUTTER.

Creamery, extras (92 score).....	@ 33
Creamery (higher, scoring lots).....	33½ @ 34
Creamery, Firsts.....	30 @ 32½
Process, Extras.....	25½ @ 26
Process, Firsts.....	24 @ 25

EGGS.

Fresh gathered, extra fine.....	34½ @ 35
Fresh gathered, extra firsts.....	@ 34
Fresh gathered, firsts.....	33 @ 33½
Fresh gathered, seconds.....	31½ @ 32½
Refrigerator, firsts.....	28 @ 29

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.

Concentrated tankage, Chicago.....	@ 2.40
Bone meal, steamed, per ton.....	20.00 @ 21.75
Bone meal, raw, per ton.....	@ 28.00
Hoof meal, per unit, Chicago.....	@ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	@ 2.60
Dried blood, f. o. b. New York.....	@ 2.70
Nitrate of soda—spot.....	@ 2.05
Bone black, discard, sugar house del. New York.....	@ 21.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia, f. o. b. New York.....	2.70 and 10c.
Tankage, 11 and 15 p. c. f. o. b. Chicago, prompt.....	2.40 and 10c.
Garbage tankage, f. o. b. New York.....	@ 7.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	3.00 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and Newport News.....	3.15 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	@ 2.70 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	2.75 @ 2.80
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 2.70
No. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
No. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,400 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

